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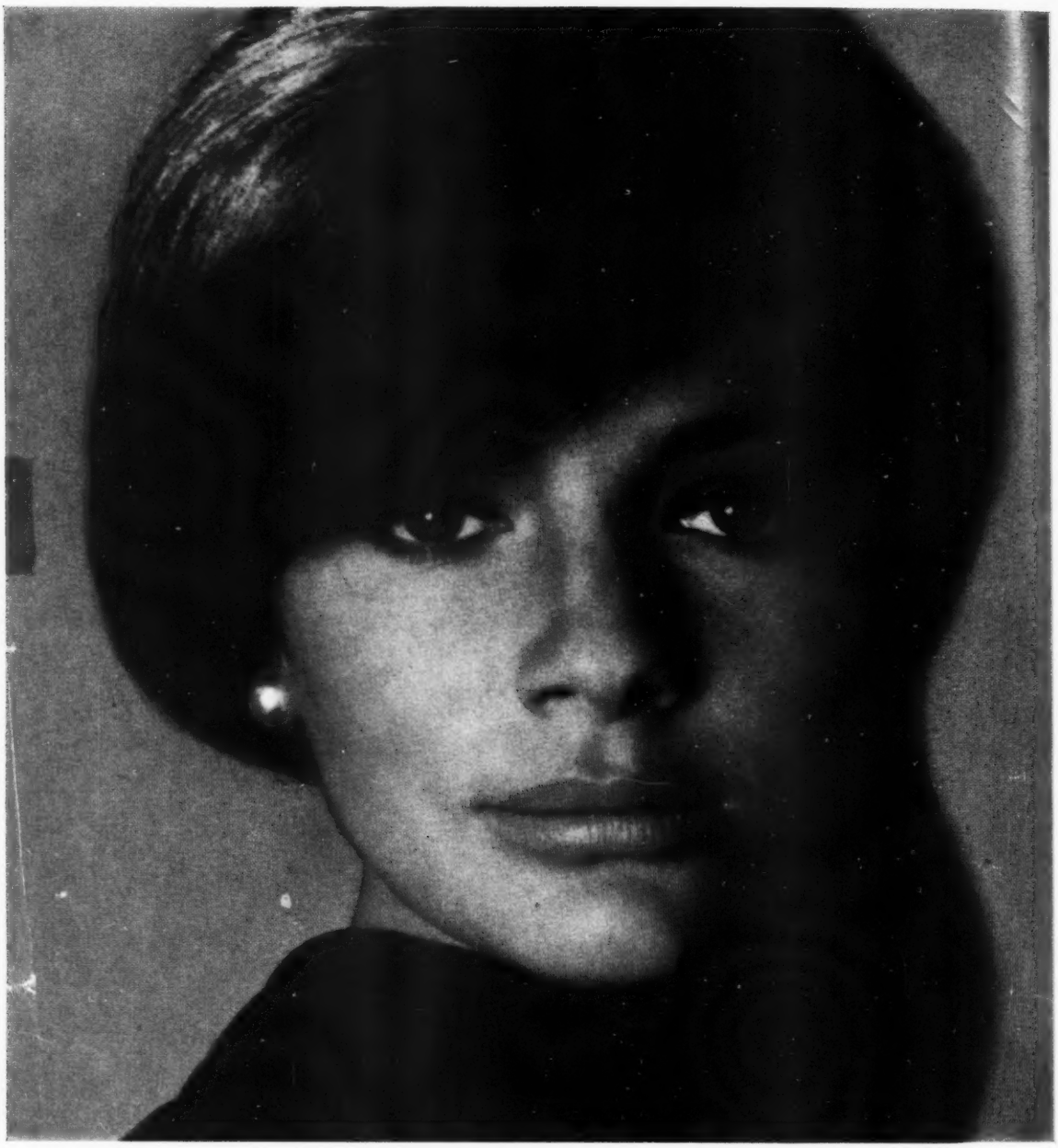

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Front cover photograph

Over £6 million was spent in expanding and modernizing the Impalco aluminium plant at Waunarlwydd, near Swansea. The Impalco Aluminium Group is owned jointly by ICI and ALCOA (Aluminium Company of America). Some 50 per cent of the company's profile sheet for building is exported to such countries as Sweden, Denmark, Norway and Portugal, as well as considerably further afield. Flat sheet and pre-painted sheet has also been exported to Sweden for use by the caravan industry.

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EXPORTING TO THE UNITED STATES — 5

United States legislation affecting British exports to the USA

This is the fifth in a series of six articles intended as guidance for the many British firms considering the United States as a market for their products and for those which, with the support of the Board of Trade, will be participating during 1967 in trade fairs, in trade missions and in the store promotion programme in the United States.

SELLING TO THE United States, as to most other markets, is affected by a number of laws and other regulations, some designed to protect the American buyer regardless of where the goods come from, and others to give the American manufacturer an advantage. Although these measures are strictly enforced, they are far from being insuperable obstacles to trade. Often it is only a question of knowing what the regulations are and taking the right steps to comply; or, sometimes, of finding a legitimate way around a particular barrier.

Advice about the rules, and how to cope with them, can be obtained from the British Government's export services.

Tariff questions and the anti-dumping laws

Many goods pay a protective import duty on importation into the United States. Information on the rates and on other tariff matters is available from the Export Services Branch of the Board of Trade. Where there are doubts about the proper classification of a particular product, the Commercial Department of the British Embassy in Washington will, if necessary, help obtain a ruling from the United States Bureau of Customs.

Like several other countries, the United States has laws to enable supplementary duties to be imposed where dumped imports, i.e. imports sold at less than their home market price, are found to cause injury to a domestic industry. In establishing their prices exporters should take this into account, and, in case of doubt, should consult the Commercial Relations and Exports Department of the Board of Trade or the Commercial Department of the British Embassy in Washington.

The Federal Trade Commission Act and other anti-trust legislation

The Federal Trade Commission Act prohibits 'unfair methods of competition' and 'unfair or deceptive acts or practices' in commerce. The Act thus both operates against price-fixing and all other restraints of trade throughout the United States, and protects the consumer against false or deceptive advertising or labelling or misleading practices in general.

The Federal Trade Commission will proceed against all forms of deceptive advertising. Together with the Food and Drug Administration they administer the labelling laws (see separate heading below), and they also administer the Flammable Fabrics Act.

The Commission also police those anti-trust laws which forbid a seller to discriminate between his customers on pricing and require that payments and allowances by a seller to a buyer for promotional purposes must be made available on proportionally equal terms to all competing customers.

It is an important function of the Federal Trade Commission to prevent unintentional infringement of the anti-trust laws and they are always ready to advise any businessman who may be in doubt about the lawfulness of what he proposes to do.

The Commercial Department of the British Embassy in Washington keep in close touch with the Federal Trade Commission, and any exporter who is in doubt on any of these questions would do well to consult them.

Labelling

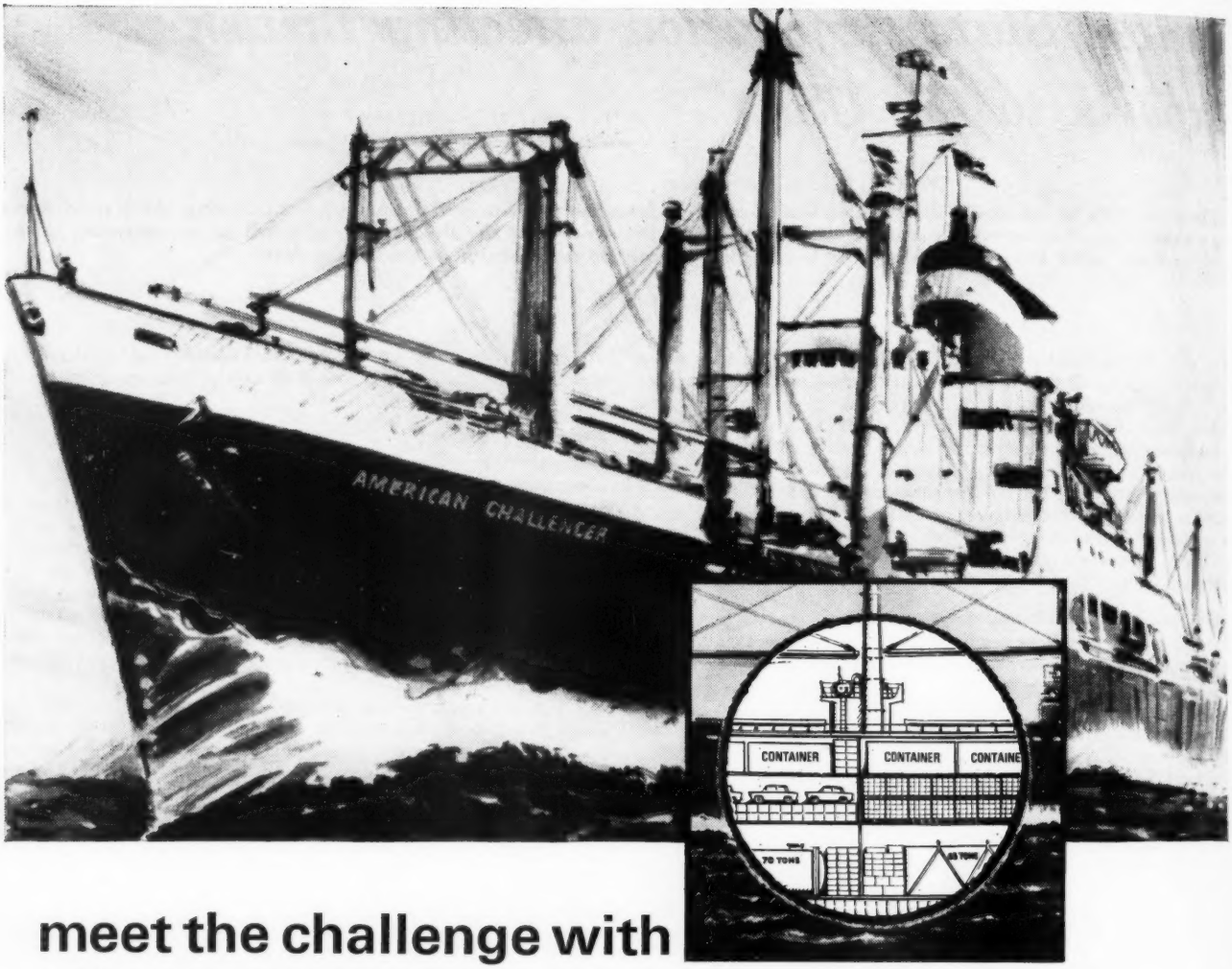
Imports, subject to certain exceptions, have to be marked in a conspicuous place, and as legibly, indelibly and permanently as possible, in such a way as to indicate to an ultimate purchaser in the United States the English name of the country of origin. In this connection it is important to note that, while 'Made in England' (or Scotland, Wales or Northern Ireland, as the case may be) or 'Made in Great Britain' are acceptable, 'British made' is not acceptable as it might be used to mark the products of British territories overseas. Failure to mark as required can result in withholding of delivery from Customs custody or an additional duty of 10 per cent.

There is also legislation governing the labelling of certain products, whether American-made or imported, in order to protect the consumer and to discourage unfair competition. The measures include the Hazardous Substances Act as recently amended by the Child Protection Act of 1966, the Food, Drug and Cosmetic Act,

(*Continued on page* 257)

The British Trade Centre in New York had its first 'vertical' trade show on a specific industry with the holding of the British Carpet Exhibition last month. The trade centre is supported by the full range of Government services available for exporters, and special shows will play an important part in its activities.

EXPORTS UK–USA



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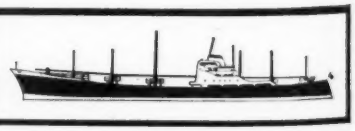

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and the recently enacted Fair Packaging and Labelling Act which will go into force on July 1, 1967. In addition there are special requirements for the labelling of articles made of wool, many other textile products, including household fabrics and clothing, furs and cigarettes, alcoholic beverages.

The requirements are various. In some instances, for example, a positive statement relating to the possibly hazardous nature of the contents is required; in others the law forbids false and misleading claims and confusing statements of weight or volume. A good agent should know of the rules affecting the goods which he handles. Copies of the regulations are available on loan from Tariff Section of the Board of Trade Export Services Branch. If supporting advice is required, exporters should consult the Commercial Relations and Exports Department of the Board of Trade or the Commercial Department of the British Embassy in Washington. The Embassy will be very pleased to comment and advise on a proposed label. They will usually do this in consultation with the Federal authorities.

The Food and Drug Administration

The Food, Drug and Cosmetic Act lays down regulations for the protection of the consumer, governing foodstuffs, drugs, devices and cosmetics, whether American-produced or imported. For instance, in the case of a new drug, evidence is required establishing safety and effectiveness for use. The Food and Drug Administration, Division of Case Guidance, Bureau of Regulatory Compliance, Washington, DC 20204, is responsible for enforcing the Act except in so far as it relates to meat and dairy products, which are the responsibility of the United States Department of Agriculture, Chief Staff Office for Labels and Standards, Agricultural Research Service, Meat Inspection Division, 7th and D Streets, S.W., Washington, DC 20250. FDA Inspectors are maintained at all ports of entry with the power to sample, and if necessary detain for testing, imported foods, drugs or cosmetics.

If care is taken to ensure that the goods are in a condition acceptable to the Food and Drug Administration before they are shipped (it is always advisable for an importer to submit details and labels of a new product to the FDA for their opinion on its compliance with the Act), the exporter should experience no difficulties. Copies of the Regulations are available for study on loan from the Board of Trade Export Services Branch, Tariff Section. The Commercial Department of the Embassy in Washington is also able to assist companies in their approach to the United States authorities, particularly in cases of doubt or dispute regarding interpretation of the regulations.

Foreign assets control

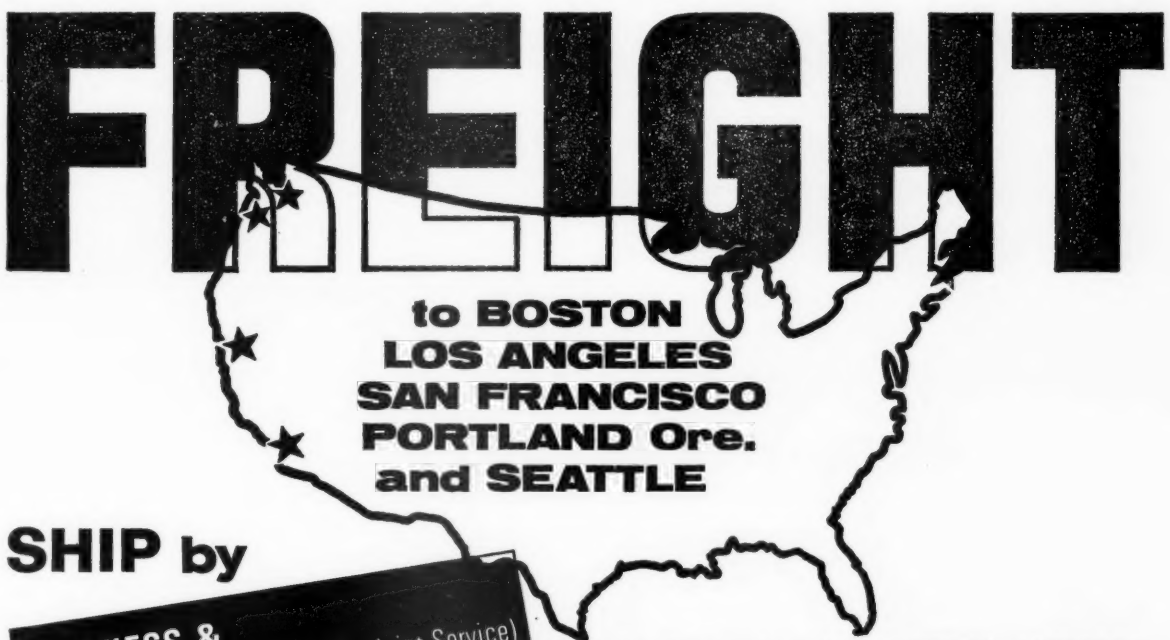
Federal regulations under the Trading with the Enemy Act forbid the import of products originating in Mainland China, North Korea, North Vietnam or Cuba, or most products containing raw materials from any of those countries; the object is to prevent dollars being earned by those countries. The regulations are administered by the Foreign Assets Control of the United States Treasury Department. Imports of certain products particularly associated with these countries, may be prohibited altogether unless accompanied by a Certificate of Origin issued under a special procedure agreed with the Control to show that the product did not originate in a country subject to restriction. The Commercial Relations and Exports Department of the Board of Trade or the Commercial Department of the British Embassy in Washington can give help and advice.

Public procurement

(1) The Federal Buy American Act of 1933

Federal Government departments and agencies other than the Department of Defense (which is at present subject to special rules) must purchase domestic products (where these exist) in preference to imported ones unless the price of the former is

(*Continued on page* 259)



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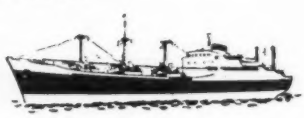

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unreasonable. An unreasonable price is defined as one which is more than 6 per cent, or 12 per cent where the competing United States product is from an area where there is substantial unemployment, above the foreign delivered price, including import duty. (Areas of substantial unemployment are defined and listed by the Department of Labor. The figures of 12 per cent will also be applied where the rival American bidder has been defined by the Federal authorities as a 'small business' within the meaning of the Small Business Act. Purchases by civil agencies for use outside the United States are, for balance of payments reasons, at present subject to a 50 per cent price preference for domestic products.

A product is regarded as domestic if it is of United States manufacture and if the cost of its components of domestic origin exceeds 50 per cent of the cost of all its components. *This means that it is open to British and other foreign firms to sub-contract with, or sell components to, American contractors to the United States Government without encountering Buy-American discrimination so long as the total value of these sales is less than half the total value of the components in the main contract.*

(2) *Purchases by the Department of Defense*

So long as the United States is in balance of payments difficulties purchases by the Department of Defense are normally subject to a preference for American suppliers of 50 per cent over the foreign price (in this case exclusive of duty). *However, as with non-military contracts, up to half the value of the components in an American bid may be foreign in content.*

At present no United States defence funds may be spent, regardless of price, on foreign articles of food, clothing, cotton, woven silk and woven silk blends, spun silk yarns for cartridge cloth or wool (raw or manufactured) unless these are unobtainable in the United States in sufficient quantity and of satisfactory quality.

The special arrangements under the F111A Offset Agreement for allowing certain British bids for defence equipment to compete on equal terms were described on page 131 of the *Board of Trade Journal* of January 20, 1967.

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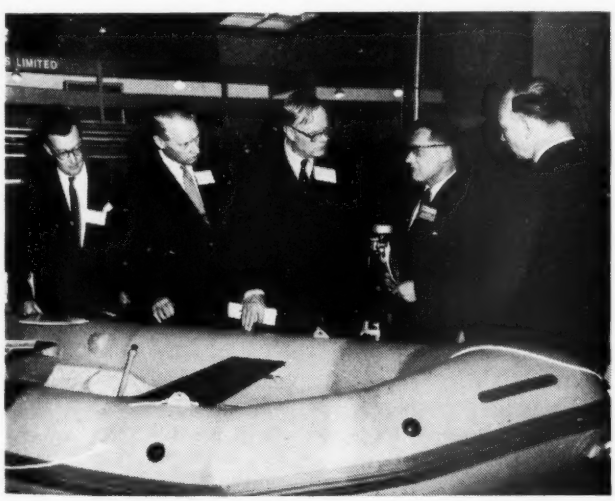

'The Ship and Boat Builders National Federation deserve warm congratulations on their success, the hard-earned result of a carefully planned approach to the American market,' said HM Consul (Commercial) in New York in his report on the Federation's participation, on a joint venture basis with the Board of Trade, in the New York National Boat Show last month. The picture, taken on the joint venture stand, shows (left to right): Mr. R. Arculus, Director of Trade Development; Mr. A. G. R. Rouse, HM Consul-General in New York; Sir Patrick Dean, British Ambassador to the United States; Mr. T. T. Norreys, sales manager of Avon Rubber Co. Ltd. (whose inflatable dinghies are the subject of the discussion) and Mr. T. A. Webb, chief executive of the Federation. A full report on the show appears on page 279.

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(3) *The Merchant Marine Act of 1936*

Where a ship is built under subsidy from the Federal Government, all construction must be carried out in the United States, and, *so far as practicable*, only material of United States origin may be used. Very few unsubsidized ships are built. This rule makes it very difficult to sell British equipment unless it has no American counterpart or offers decisive technical advantage. Furthermore, foreign-built ships may not be operated in the coastal and inland waterway trades of the United States.

(4) *Buy American Restrictions in the Various States*

Alaska, Arkansas, California, Connecticut, Georgia, Hawaii, Iowa, Kansas, Maine, Maryland, Massachusetts, Montana, New Jersey, North Carolina, Oklahoma, Pennsylvania, and the District of Columbia have legislation placing restrictions of one kind or another on the purchase of imported products with public funds. The most uncompromising is California, where the rule is that for public works or public use State authorities may purchase only materials manufactured or produced in the United States. In general, over the rest of the country, sales may be made to local authorities without legal hindrance.

(5) *The Urban Mass Transportation Act*

There is an important exception to the Federal Buy American rules which could be of considerable interest to British exporters. The Federal Government places no restriction on purchases made from its loans or grants to State or municipal authorities under the Urban Mass Transportation Act for the improvement of urban mass transportation systems. Although the States remain free to impose their own Buy American rules, most do not, and the State of Ohio, for example, is understood to have made substantial purchases from Canada under the scheme. The types of facilities and equipment eligible for assistance include terminal facilities, railway rolling stock buses, or anything else needed for an efficient and co-ordinated system. Appropriations of $150,000,000 for each of the years 1967, 1968 and 1969 were approved by Congress last September.

For advice and help on Buy American questions exporters should consult:

Civil aspects of Federal Buy American legislation and State legislation:	Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, or Commercial Department, British Embassy, Washington.
Defence Sales: (Army Equipment)	Director of Sales, Army Department, St. Christopher House, Southwark Street, London, S.E.1.
(Aircraft Electronic and Missile Equipment)	Mr. D. J. Simpson, EIR 2(a), Ministry of Aviation, Castlewood House, 77/91 New Oxford Street, London, W.C.1.
(Naval Equipment)	Director of Sales (Navy), Old Admiralty Building, Whitehall, London, S.W.1.

Restrictive practices in the professions

MR. DOUGLAS JAY, the President of the Board of Trade, announced in the House of Commons on January 30 that he was asking the Monopolies Commission to make a report on the general effect on the public interest of certain restrictive practices which may prevail in relation to the supply of professional services. Any person or organization wishing to offer evidence in relation to this matter should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Notes:

The Board of Trade are empowered by Section 5 of the Monopolies and Mergers Act, 1965, to require the Commission to submit to them a report on the general effect on the public interest of practices of a specified class which are commonly adopted as a result of or for the purpose of, preserving conditions of monopoly, or of any specified practices which appear to the Board to have the effect of preventing, restricting or distorting competition in connection with the production or supply of goods or services.

In instituting this inquiry, the Government are by no means prejudging its outcome. They want a genuinely impartial investigation into widespread suggestions that there may be restrictions in the professions which ought to be looked into. No profession is being singled out by either specific inclusion or exclusion. The inquiry will be entirely general and will cover all professions. The good judgment of the Commission can be relied upon to decide what constitutes a 'profession'.

Restrictive practices in the supply of goods have been the subject of legislation for many years. Powers were taken in the Monopolies and Mergers Act, 1965, to investigate restrictions in the supply of services.

The practices which the Commission are being asked to investigate, other than those quoted in the statement, include:

(i) Restrictions on professional people forming partnerships or limited companies for the purpose of supplying professional services.

(ii) Restriotions by which the client will not be accepted unless he has been introduced by a member of the same or another profession.

(iii) Restrictions on the conduct of professional people outside the field of their professional activity (e.g. a professional person may be precluded from becoming a director of a company in some other field than his own).

The Monopolies Commission now comprises 19 members, and there is provision for an increase to 25. There is a wide spread of experience, and the membership includes lawyers, accountants, economists, university professors, businessmen and former civil servants.

It was a general report on collective discrimination from the Commission under the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, which led to the enactment of the Restrictive Trade Practices Act, 1956. The power to request a general report from the Commission was extended under the 1965 Monopolies and Mergers Act. Although the Board of Trade have no power to implement by order any recommendations of the Monopolies Commission under this section, such recommendations would undoubtedly provide valuable guidance as to future action and legislation.

The Monopolies Commission are expected to take at least two years over this inquiry, which will be the first they have undertaken under Section 5 of the Act.

The request which was sent to the Monopolies Commission was as follows:

Monopolies and Mergers Act, 1965
Request for General Report on Restrictive Practices affecting Professional Services

The Board of Trade, in pursuance of the powers conferred upon them by Section 5 of the Monopolies and Mergers Act, 1965, hereby require the Monopolies Commission (hereafter called 'the Commission') to submit to the Board a report on the general effect on the public interest of the following practices so far as they prevail in relation to the supply of professional services, that is to say, practices which are restrictive of:

(a) entry into a profession;

(*Continued at foot of next page*)

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Minister speaks on the role of mergers

WHEN Mr. George Darling, Minister of State, Board of Trade, spoke at a luncheon during a one day conference of the College of Management on 'Mergers in Modern Business', he said that when – he preferred not to say 'if' – we went into the Common Market, our industries would have to face up to even stiffer competition than many have so far experienced.

'There are, as we all know, many sections of British industry that are not properly organized to meet this challenge. A great deal of reorganization is needed,' he continued.

'I am concerned here only with the structure of industry. I'm not going to discuss the need for better marketing techniques, or enter into controversy about the quality of management or the need for better management labour relations.

'As far as the Government's policy towards the structure of British industry is concerned, I know it is sometimes suggested that there is a conflict of aim between the Industrial Reorganization Corporation, which seeks to promote mergers, and the Board of Trade which has powers to refer mergers to the Monopolies Commission, for an examination of their implications for the national interest. We see these, however, as two different aspects of the wider question of how best to achieve a structure of industry that is able successfully to exploit improvements in technology and current trends in international trade and industry.'

After saying that more capital intensive methods were likely to be developed by groups which specialized in particular products and that an advantage was more likely to be gained from horizontal than from diversifying or vertical mergers, Mr. Darling went on to say:

'In all our efforts to improve industrial performance we must pay attention to exports. Barriers to trade have been lowered and will be lowered further; we cannot be satisfied with a structure of industry that does not enable British firms to be fully competitive with the most efficient groups in other countries. A number of Economic Development Committees have been examining the need for rationalization in their industries including those for electrical and mechanical engineering, paper and board, rubber, wool textiles, food processing and confectionery. Though size is not everything, in many fields the need clearly is for stronger units, and this is bound to mean fewer units.'

Speaking of Government action in the reorganization of the cotton and aircraft industies, Mr. Darling said, 'The action in each or these cases has tended to be *ad hoc*, and followed a decline in the industries' fortunes. It is now very clear that a more consistent approach is required which could remedy difficult situations before crises had been reached.

'The IRC has therefore been set up. The Corporation will have a continuing responsibility for keeping the structural probems of industry under review. Where structural changes appear to be needed and are not coming about as a result of action within the industry concerned, the IRC will be able to take the initiative. As is well known, the obstacles in the way of rationalization can sometimes be complex and formidable, and the IRC will usually need to undertake a careful study of the situation in a particular sector, before it can become actively involved.

'A number of studies of this kind have already been launched. One – an inquiry into the structure of the telecommunications industry with special reference to the industry's relationship with its principal customer, the Post Office – has been announced and discussed in the press. Others have received less publicity. Within a few months the IRC is likely to have several small "task forces" engaged on studies which will lead to the formulation of practical proposals for rationalization.

'There should not now be any doubt that the Government are anxious to improve the structure of industry and are not opposed to mergers, as it is sometimes crudely represented. However, in the case of certain mergers it is felt that the public interest would be served by an impartial investigation by an independent body. The Board of Trade have powers to examine the background to significant mergers and to refer to the Monopolies Commission what has proved to be quite a small minority of cases which appear to have within them the seeds of possible detriment to the public interest.

'The IRC will seek guidance from the Board of Trade at an early stage of their consideration of a proposed merger; they will not proceed with those which the Board of Trade would feel ought to be referred to the Monopolies Commission.

'In the period since March 1965 when the Bill was introduced the Board have considered about 110 significant mergers which have fallen within the scope of the Act. Only five references have been made (although in addition one bidder withdrew on being informed that a reference would be made if their proposals materialized). The Act applies only to the more significant mergers so the fact that less than 5 per cent of those caught have been referred to the Commission is convincing evidence of the Board of Trade's open minded approach to the desirability of mergers.'

Concluding, Mr. Darling said that as with other marriages, compatability of partners was important. If the personalities involved did not match, there was little potential advantage for either party; and of course circumstances change in industry and it might be found that a structure which was once thought to offer advantages was no longer suitable. In such a case there might well be justification for a corporate divorce and perhaps regrouping.

'However, these are matters you will no doubt be tackling this afternoon,' he ended, 'I regret that the pressure of Parliamentary business will not allow me to hear them and the discussion. But I shall read the reports of all the discussions with great interest.'

RESTRICTIVE PRACTICES, *continued*

(b) the fees or commissions to be charged for the supply of such services;
(c) the rendering of such services by or on behalf of bodies corporate or by persons acting in partnership;
(d) the persons to whom, or the circumstances in which, such services are to be supplied;
(e) the terms or conditions on which, or the manner in which or extent to which, such services are to be supplied;
(f) the carrying on of any other business by persons supplying such services or the commercial relationship of such persons with others engaged in other activities;
(g) the extent to which, if at all, persons supplying such services may advertise:

Provided that the Commission shall not report on practices expressly authorized by or under any enactment or Royal Charter.

2. For the purposes of this instrument the practice of limiting entry to a profession to persons who pass examinations designed to test their proficiency shall be regarded as a practice restricting entry into that profession, but the Commission shall not report on the standard of proficiency required for entry into any profession.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announced on January 26 that, on the information at present before them, it was not their intention to refer the proposed acquisition of Pye of Cambridge Ltd., by either Philips Industries Ltd. or by Thorn Electrical Industries Ltd., to the Monopolies Commission under the provisions of that Act.

ECGD backs £2m bulk carrier contract

THE Export Credits Guarantee Department has signed a financial guarantee covering a loan of about £1½ million to assist the purchase of a 46,000 tons deadweight motor bulk carrier, costing nearly £2 million from The Doxford and Sunderland Shipbuilding and Engineering Co. Ltd., of Sunderland.

The imminent delivery of this vessel, built at the Joseph L. Thompson North Sands shipyard on the Wear, will complete half of the building programme for an order for two bulk carriers placed with this builder in 1965 by the Fearnley and Eger Group of Oslo. The other ship is due to be delivered later this year.

The loan is to be managed by Hambros Bank Executor and Trustee Co. Ltd., on behalf of National Provincial Bank Ltd. and Hambros Bank Ltd., and is repayable over a period of 10 years.

President speaks to Russian section of London Chamber of Commerce

THE RUSSIAN section of the London Chamber of Commerce could congratulate itself on the successful efforts which had been made to expand Anglo-Soviet trade, said Mr. Douglas Jay, President of the Board of Trade, at a luncheon given by the section at the Savoy Hotel on January 24. We could all welcome the very large increase achieved and the part it had played in improving relations between Britain and the Soviet Union. To stimulate trade still further, the East European Trade Council had recently been set up. This Council, several of whose members were drawn from the London Chamber, would not take over the role of the country sections of the Chamber or duplicate their work, but would support their activities and encourage and help British industry in other ways to export to Eastern Europe.

'We believe that there are very large and growing markets to be won in the future in Eastern Europe and the Soviet Union itself,' Mr. Jay continued.

While welcoming the total increase in Anglo-Soviet trade since the Trade Agreement was signed in 1959, we were still disappointed and concerned at the still yawning gap between what we buy from the Soviet and what the Soviet buy from us. The deficit last year was the highest in any year yet, which was certainly not what we were led to expect in our talks with Russian Ministers, and, Mr. Jay said, he would like to impress on Soviet representatives present at the luncheon that British industry had a very large range of goods of precisely the kind the Soviet economy needs, particularly machinery, vehicles and equipment, which we were ready and willing to sell.

'It is clear that our prices and the quality of our goods are competitive with those obtainable in any other country in the world,' Mr. Jay pointed out. 'We have increased our total exports by over 14 per cent in the last two years and our sales to some of the most discriminating and keenly competitive markets have risen by much more than this – to the United States, for instance, by no less than 54 per cent over the same period. These are not just sales of consumer goods, but very largely of machinery and equipment as advanced and sophisticated as any that the Soviet Union wants to buy.'

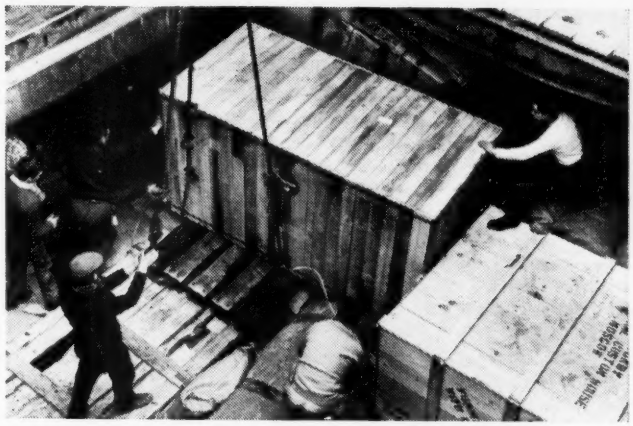
British industry had made vigorous efforts to supply what the Soviet authorities needed, and to get in touch with their market. The London Chamber had organized a successful mission to the Soviet Union last June. In July, the British Government and British industry had organized the British Industrial Exhibition in Moscow to show just those types of goods which the Soviet authorities told us they wanted to see. There had been general praise for their range, quality and technical excellence. Not content with this, we would take part in Soviet exhibitions this year, including the International Exhibition in Moscow in May of modern food processing, handling and packing equipment.

'We are also welcoming Soviet visitors and missions here,' Mr. Jay said. 'First and foremost we greatly look forward to Mr. Kosygin's visit during February. We hope to receive other senior Soviet Ministers later in the year. A delegation from the Soviet Ministries of the Automobile Industry and Tractor and Agricultural Engineering will soon be arriving to see what our vehicle and component industries can offer by way of plant, equipment and know-how. I would remind the Soviet authorities that we are the world's largest exporter of farm machinery and the second largest exporter of passenger cars and commercial vehicles. We have already welcomed here a Soviet electronics mission led by the First Deputy Minister for the electronics industry last Spring, and more recently Mr. Kirillin, a Soviet Deputy Prime Minister and chairman of the Committee for Science and Technology. We hope, too, to have a major display of British mining equipment at the International Mining Congress in Moscow in July.

'What we now want to see is a large increase in Soviet purchasing of British goods that will come near to matching our purchases from the Soviet, which reached £126 million last year. I would impress on Soviet representatives here today that their purchases of goods from other parts of the sterling area emphatically do not contribute to the United Kingdom's balance of payments. If the Soviet earn sterling by selling goods here, and spend it on Australian wheat, that sterling becomes a debt which we owe to Australia and have to discharge either by supplying her with some other currency or by sending her goods. I hope it is also recognized that any other convertible currency earned by selling Soviet goods can be exchanged equally easily into sterling for the purchase of food and materials throughout the sterling area.

'What is now needed is a narrowing of the present large trade gap, together with a steady increase in trade on both sides of the account. There is no doubt that, as both the British and Soviet economies expand, the opportunity for growth is there, and that we in Britain can manufacture the goods, particularly the capital goods, that the Soviet most need. British industry has done its part in making clear what it has to sell, and it is now up to the Soviet authorities – particularly in a year when I am glad to say they have enjoyed an excellent harvest – to place orders here on a far more ample scale. I am sure I am speaking for the London Chamber of Commerce and the new East European Trade Council and all in British industry concerned with Anglo-Soviet trade when I say that an increase in Soviet purchases here is what we all want to see this year.'

Lord Erroll, president of the Chamber, presided at the luncheon which was attended by HE Mr. K. Smirnovsky the Russian Ambassador in London.



A wooden crate containing 500,000 stretchable plastic film bags destined for Leningrad being loaded aboard the 'Baltic Merchant' in Surrey Commercial Dock, London. The bags, made by Venus Packaging Ltd., Ilkeston, from Monsanto's Montothene ethylene vinyl acetate, will be used to package Russian turkeys with the aid of a 'J' Pakette Loader and Sealer machine, already supplied to the USSR by Gordon Johnson-Stephens Ltd., Gloucester.

Imports from the USSR

THE BOARD OF TRADE have announced in Notice to Importers No. 1176, dated January 28, 1967, that the licensing arrangements for imports from the USSR are being continued on broadly the same basis as hitherto for the 12-month period expiring on December 31, 1967. Full details and the list of quotas appeared in the *Board of Trade Journal* of December 23, 1966, page 1584.

Yugoslav mission in Britain

A DELEGATION OF three senior Yugoslav business economists visited Britain from January 24 to 31 as guests of Birmingham Chamber of Commerce and Industry. They were: Mr. Rudolf Kurelic, Secretary-General of the Economic Chamber of Croatia; Mr. Dalibor Kovacevic, Secretary-General of the Economic Chamber of Zagreb; and Mr. Ivo Vrazic, Secretary of the Foreign Trade Division of the Economic Chamber of Zagreb. The visit follows an initiative taken by Birmingham Chamber last November during a series of meetings mounted in Zagreb under the auspices of the Economic Chamber to foster specific trade and industrial links between British companies and Yugoslav enterprises.

Conference on EFTA opportunities for British exporters

THE IMPORTANT new opportunities which the achievement of industrial free trade in EFTA has opened up to British exporters were studied in a two-day conference organized in London by the Export Council for Europe (January 30-31). About 150 manufacturers attended this conference – the first large-scale business conference on EFTA to be held in this country.

The conference was organized into five groups, each studying opportunities for a broad range of products – soft consumer goods, durable consumer goods, mechanical engineering, electrical engineering, and medical and scientific equipment. These groups examined the EFTA country markets in turn, and in each case were addressed by a team headed by the British Commercial Counsellor and including leading businessmen from the country concerned.

A report on the findings of the conference will be published in next week's *Board of Trade Journal*.

The Export Council for Europe held a two-day conference of manufacturers at the Great Western Hotel, London, in order to discuss important new trading opportunities created for Britain since EFTA became the world's first free trade area. Right: A general view of the conference at the hotel, and (left): Mr. Hector McNeil, chairman, Export Council for Europe, addressing the conference. Next to him is Mr. A. A. Smith (deputy chairman) and on the right is Mr. W. J. Heygate, deputy director-general, British National Export Council.

Prime Minister's visit to Brussels

MR. HAROLD WILSON, the Prime Minister, and Mr. George Brown, the Foreign Secretary, visited Brussels on January 31, for the third in their series of talks with Heads of Government of the countries of the European Economic Community.

They had discussions with the Belgian Prime Minister, M. Paul Vanden Boeynants, and the Minister for Foreign Affairs, M. Pierre Harmel.

Hints to businessmen visiting Far East

A REVISED edition of the booklet on Malaysia, Singapore and Brunei, has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Food export drive to Australia

A NINE-MAN trade mission with plans for expanding Britain's share of Australia's food and drink markets will visit Australia from February 22 to March 10. The mission, one of the most high-powered ever to represent the food industries, is being organized by the year-old British Food Export Council, the constituent members of which are the Cake and Biscuit Alliance, the Cocoa, Chocolate and Confectionery Alliance and the Food Manufacturers' Federation. Led by Mr. W. James Eastwood, export manager of C. Shippam Ltd., it has the backing of the British National Export Council whilst support from the Scotch Whisky Association has helped broaden its base to cover food and drink.

Heads of commercial posts confer

A CONFERENCE of commercial diplomatic officers from countries in Western Europe (and from Greece, Turkey, Cyprus and Malta) began in the Board of Trade on February 1, and ends today, February 3. It was opened by Mr. Douglas Jay, President of the Board of Trade.

The purpose of the conference has been to give the overseas officials and officials in the Board of Trade and other departments the opportunity to discuss in some detail a wide range of subjects which affect our export trade with European markets and to consider ways in which the official services can best be used to help British industry increase its trade in Europe.

The conference is the third of its kind to be held in the Board of Trade; the two previous conferences were held in 1960 and 1964.

Pharmaceutical group goes to M. East

A FACT-FINDING group from the Association of the British Pharmaceutical Industry left on January 23 for the Middle East on a 21-day tour. The group is sponsored by the British National Export Council. Countries it will visit will include Syria, Iraq, Kuwait, Saudi Arabia, Jordan and the Lebanon. The visit to Jordan will be of particular significance as it will be the first to be paid to that country by a British trade mission of any kind.

Britain ranks third as a world exporter of pharmaceuticals, and there is no doubt of the importance of the potential market in the Middle East.

Exports to the area are already quite substantial and the group hope to find that the greater part of their task will consist of consolidating the market for and the reputation of British medicines in the Middle East.

EXPO 67 and Anglo-Canadian trade

MR. JOHN S. PROCTOR, an EXPO 67 board director and deputy chairman and executive vice-president of the Bank of Nova Scotia was the principal speaker at a luncheon at the Hyde Park Hotel in London on January 26. The luncheon was held to focus attention on the role of the Expo International Trade Centre and Business Development Bureau, which have been set up in Montreal to give assistance and encouragement to business visitors to EXPO 67, the Universal and International Exhibition (which opens on April 28) on a scale never before seen at a world exhibition.

In his speech Mr. Proctor said that, despite a certain amount of pessimism to found on the subject of closing the gap between Canadian exports to Britain and the much lower figure of British sales in Canada, he himself looked on Anglo-Canadian trade as a down to earth matter of one firm in Britain doing business with one firm in Canada.

'Perhaps an order worth £100,000 for two marine engines is not going to do very much for the trade graph by itself. But it must have been a very happy day for the company when the contract was signed, and similarly large orders are coming in every day of the week to firms in Britain,' Mr. Proctor said. 'On this basis, and there must be hundreds of firms who have not even started to do business with Canada, the situation looks far more hopeful.'

Exports to Canada rose by eight per cent in the first 10 months of 1966, he went on. He was told that further major increases were expected, and he could say that the auguries had never been better.

Mr. Proctor struck a warning note, however, when he said that the Business Development Bureau for EXPO had reported that many European countries would be sending large trade delegations to Canada. 'Comparatively, Britain is not in the forefront from the standpoint of missions planned,' he pointed out. 'For example, France has reported approximately 50 missions already planned and, to date, is far in the lead. Britain's commitments, while obviously of high calibre, are very considerably less in number, and I hope you will all see to it that the gap is closed within the next few weeks.'

Mr. Proctor went on to explain the facilities that the Business Development Bureau in its £300,000 International Trade Centre building will offer during EXPO. These will include the attendance of representatives of the Federal and Provincial Departments of Trade and Industry, international trade experts and experienced business development officers from all the chartered banks. There will be ample reference material, a library, telex and secretarial services and conference facilities. He advised visiting businessmen to give ample notice of their arrival and to give details of contacts they would like to make: this would enable the Bureau to set up arrangements for visits and meetings in any part of Canada.

After running through some of the major attractions of EXPO itself, Mr. Proctor concluded by repeating this advice, saying, 'Plan your trip. Let us know you are coming and, I can assure you, you will have the time of your life seeing the life of your time!'

Mr. P. F. D. Tennant, director general of the British National Export Council, replied. 'Last year, we bought from Canada £425.4 millions' worth of goods and produce. The Canadians bought from us £214.8 millions' worth. What is the reason for this two to one imbalance of trade?' he asked.

One reason, he suggested, was that Canadian goods have the advantage of entering the United Kingdom market mainly tariff free. 'Since the Ottawa Agreements of 1932, when our economies were really supplementary, we, in spite of retaining tariff preferences, have had to surmount a tariff in Canada. We would look most favourably on any Canadian move to lower or abolish tariffs and thereby supplement the advantages which we have been pleased to give the Canadians in the British market.'

We were delighted to buy Canadian products but we must sell her more ourselves. It was up to British businessmen to seize the

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(EH38)

opportunities for profitable sales in the tremendous expansion of the Canadian economy.

Mr. Tennant then went on to outline some of the things Britain was doing to achieve this. 'First of all,' he said, 'millions will see the dramatic evidence of our industrial achievements in the British pavilion at EXPO 67. We are also running the biggest display of British industrial goods ever to be seen in Canada at the National Industrial Production Show in Toronto in May. Then, at Vancouver in the same month, there will be more machinery and equipment alongside food, clothing, textiles and toys and so forth. In October, we are mounting in Toronto the first British Week ever held in North America. The aim is a huge promotion of consumer goods in some 2,000 shops, chain stores and supermarkets. Already, many hundreds of British firms are preparing for this event. Meanwhile, a stream of British trade missions is visiting Canada this spring and summer, and numerous sample displays will be on view in Toronto, Montreal and Vancouver.' He believed that the Canadians were convinced that we meant business, that we were in deadly earnest to increase our share of the expanding market, and that we did not wish to redress the imbalance between us by reducing the Canadian share of our market.

Mr. Tennant concluded by wishing EXPO 67 the greatest success and by expressing the hope that Anglo-Canadian relations might be even firmer in the future.

Exchange Control: Rhodesia

HM TREASURY announce that the Exchange Control rules in relation to Rhodesia have been revised with effect from January 26. All the earlier restrictions are maintained: in addition, certain fresh restrictions are placed on the uses which Rhodesian residents may make of sterling accounts.

The main changes are as follows. In general, Rhodesian sterling accounts may no longer be drawn upon for the payment of fares for travel by Rhodesian residents within the sterling area, or to pay wages, salaries and directors' fees of Rhodesian companies operating in the sterling area, or to repay sterling loans of a commercial nature. Certain other payments from these accounts, for example, in respect of living expenses, education and medical fees, which have hitherto been permitted to any country in the sterling area, may now be made only to United Kingdom residents. Transfers may no longer be made from one Rhodesian sterling account to another, or from one Rhodesian Blocked Sterling account to another. All dealings in securities on behalf of Rhodesian residents will in future require specific permission.

Details of the changes announced on January 25 are being given by the Bank of England to authorized banks and authorized depositories.

Note:

Since November 11, 1965 all transactions between United Kingdom residents and residents of Rhodesia have been subject to Exchange Control. The United Kingdom bank accounts of residents of Rhodesia then became 'Rhodesian Accounts.' 'Rhodesian Blocked Sterling Accounts' are those accounts into which the proceeds of the sale by Rhodesians of sterling securities are paid. The present changes are of a comparatively minor nature. They carry further the policy of requiring Rhodesians to find currency other than sterling for most payments they wish to make.

Export publicity booklet

A NEW booklet about the Government's export publicity services has been published by the Central Office of Information. Called *How You Can Use the Government Export Publicity Service*, it is available free of charge from any COI Regional Office or from the Office of the Controller (Overseas), Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1.

Nearly one-half of the COI's total output is devoted to publicising overseas Britain's industry, science and commerce. The activities include the dispatch of news, photographs, films and radio recordings to British Information Officers all over the world, the organization of exhibitions and trade fair displays for the Board of Trade and the Foreign and Commonwealth offices, and the supply of publicity and shop display material for British Weeks and in support of British Fairs. In addition, many of the tours arranged by the COI for official visitors to Britain have a strong industrial interest.

Spreading ideas to raise productivity

A BRITISH PRODUCTIVITY COUNCIL campaign to widen the knowledge within industry of techniques for increasing productivity was launched on January 27 with a letter to the chief executives of 7,000 medium sized industrial firms from the First Secretary of State (Mr. Michael Stewart). The First Secretary wrote in his capacity as chairman of the National Economic Development Council, and the campaign is part of the action to follow up the National Productivity Conference held in London last September. With his letter Mr. Stewart enclosed a pamphlet produced by the British Productivity Council called *Spreading ideas to raise productivity*.

The firms approached cover an important segment of manufacturing and processing industry in all parts of Great Britain – many of which have already used some of these techniques with success.

The British Productivity Council, with its existing network of 136 local productivity associations covering Great Britain and supported by both sides of industry, is particularly suited to promoting the action being launched by the First Secretary's letter.

The pamphlet is a glossary of some two dozen productivity techniques and a reminder of the range now being used by progressive managements and available to all others. With the pamphlet is a simple form, with a reply-paid envelope, so that any recipient interested in these (or other) techniques can invite an early visit from a representative of the local productivity association. The pamphlet also contains a list giving the names and addresses of the British Productivity Council's 16 regional officers, who may be approached.

The First Secretary and the British Productivity Council hope that firms which have had success – as many hundreds have done – with any of these modern methods will be prepared to contact their local productivity associations and thus add to the existing stock of know-how. In turn, the industrialists associated with the local productivity associations, and the latter's own paid staff can assist firms by putting them in touch with sources of information and help available, whether from the associations' own programmes or from the wider range of services provided by many other bodies, industrial and government.

Report on industrial inquiry

THE National Institute of Economic and Social Research has published a report on its Ninth Industrial Inquiry, which was carried out in December 1966 when the managements of 134 firms employing over one million persons were interviewed in the metal using industries, that is, mechanical engineering, electrical engineering, motor vehicles, 'other metal goods' (intermediate and miscellaneous metal products) and chemicals. In addition a postal questionnaire was sent to a number of large firms in the paper industry.

The report which, the Institute stresses, shows the aggregate experience and expectations of a number of firms in some industries only, and not of the economy as a whole, covers such points as: output and capacity; limitations on growth; exports; and the outlook for 1967. The results reported are, says the Institute, provisional. The final results, and further detail, will be used in the preparation of the February issue of the National Institute Economic Review.

1967 CoID Capital Goods Awards

TWO HUNDRED AND SIXTY products, ranging from commercial transport to scientific instruments, were submitted for the 1967 Council of Industrial Design Capital Goods Awards: the eight judges were impressed by the number of submissions in this first year of the new awards scheme. The award winners have now been selected and the names of the winning firms will be announced in May together with those who have won awards for consumer goods.

The CoID is now inviting submissions for the capital goods section of the 1968 Awards, the final date for such submissions being July 31, 1967. Full details and entry forms are available from Mr. W. H. Mayall, Industrial Officer, Capital Goods, Council of Industrial Design, 28 Haymarket, S.W.1

American firm to manufacture in Glasgow

AN AMERICAN COMPANY, Phillips Drill Company (UK) Ltd., has established its United Kingdom headquarters in a Board of Trade advance factory at Queenslie Industrial Estate, Glasgow. The company previously had only a distribution unit at Slough. The Queenslie factory at present covers 12,000 sq. ft. and will employ nearly 100 people (50 per cent men) on the manufacture of self-drilling concrete anchors for the building and civil engineering industries. Scottish Industrial Estates Corporation have constructed the factory with ample space for expansion, which the company is confident will be needed within the very near future.

Indian company opens up in Livingston

AN INDUSTRIAL GROUP in India, Birla Brothers (Private) Ltd., of Calcutta, is sponsoring the establishment of a new company to manufacture asbestos cement products for the building industry.

The company, Gleno Asbestos Ltd., is situated in the new town of Livingston, near Edinburgh, and hopes to be in production by the end of April. All the specialist plant and machinery for this factory is being shipped from India and is to be installed under the supervision of an engineer from the associate company in India. The company has purchased an advance factory in Houston Wood Industrial Estate at Livingston, having a floor area of 24,000 square feet, on to which the Livingston Development Corporation is building a special purpose extension of 5,000 square feet for the firm.

The factory will manufacture asbestos cement sheets for roofing and lining, and also asbestos cement soil pipes and goods. When in full production the factory is expected to employ about 60 people, all of whom it is hoped can be recruited locally.

New plant for Lancs.

A NEW continuous 10,000 ton p.a. plant for the production of high purity mono- and di-ammonium phosphate is to be built by Albright & Wilson (Mfg) Ltd. of the Albright & Wilson Group at a cost of about £220,000. The site of the new plant, which will replace that at Oldbury (Birmingham) will be at Kirkby, Lancs. Kirkby is in a development area and the new construction qualifies for the maximum investment grants. Site preparation has already begun and first production is scheduled for the end of this year.

Pure mono- and di-ammonium phosphates (not to be confused with the grades of ammonium phosphate produced for fertilizers) have notably diverse industrial applications. The export potential is considerable and the plant has been designed with substantial surplus capacity so that additional exports can be vigorously pursued.

Further progress on container standardization

SOME 40 delegates from 10 countries met in London last week under the chairmanship of Mr. G. Downie of African Container Express Ltd., at a further meeting of the specialist working group of the International Organization for Standardization (ISO) Committee dealing with freight container standardization. Following the discussions recommendations are being made concerning certain modifications to the basic corner fitting designs. The working group also reviewed documents relating to the specification and testing of freight containers, agreeing that static tests should be recommended as an alternative to dynamic testing, and agreed to recommend that provision be made for the handling of containers by means of straddle carriers and similar devices as an optional feature.

A consignment of Atlas lamps and fluorescent tubes being loaded on board a Westland SRN 6 Hovercraft at Ramsgate Harbour, Kent prior to crossing the Channel to France. The cargo was the first ever to be shipped by this new form of transport which was chartered by Air Express International. The crossing was an exploratory one in view of the Thorn Group's increasing business with the Common Market countries.

The Import Duties (General) (No. 1) Order, 1967

THE Treasury has made the Import Duties (General) (No. 1) Order 1967.

This Order removes the import duty on dried citrus fruit waste.

The Order came into operation on February 2, 1967 and has been published as Statutory Instruments 1967 No. 79.

Copies of the Order are obtainable direct from Her Majesty's Stationery Office.

The Import Duty Drawbacks (No. 1) Order, 1967

THE Treasury have made the Import Duty Drawbacks (No. 1) Order 1967.

This Order extends the scope of the existing provisions for the allowance of drawback of import duty on imported materials used in the manufacture of –

(a) chocolate and chocolate confectionery,
(b) drafting bands, and
(c) sugar confectionery.

The Order came into operation on February 2, 1967 and has been published as Statutory Instruments 1967, No. 78.

Copies are obtainable direct from Her Majesty's Stationery Office.

Standards conference

THE British Standards Institution's 13th annual Standards Conference to be held at Imperial College, London, on April 13 and 14 this year will be directed to various aspects of standardization instead of to a single theme, and some topics have been chosen in support of Quality and Reliability Year. Expansion of trade through standards; European co-operation and the change to the metric system; safety and reliability – these are some of the subjects to be discussed. Details may be obtained from Miss M. Snashall, British Standards Institution, 2 Park Street, London, W.1.

CATALOGUES OF GOVERNMENT PUBLICATIONS

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Members of the Textile Council appointed

MR. DOUGLAS JAY, President of the Board of Trade, has appointed the following members of the Textile Council (for the Man-made Fibre, Cotton and Silk Industries of Great Britain):

†* Sir Frank Rostron	chairman
†* Mr. James Broatch	deputy chairman
Dr. E. B. Abbot	chairman, ICI Fibres Ltd.
Mr. M. A. A. Birtwistle	managing director, Birtwistle & Leigh Limited; director Viyella International Ltd.
Mr. C. H. Colton	chairman, British Celanese Limited; director, Courtaulds Limited
Mr. R. Cullen	chairman, Calico Printers' Association Limited
Mr. R. Davis	national secretary, General Workers' Group, Transport and General Workers' Union
* Mr. J. M. H. Grey	chairman and managing director, John Grey Limited (Weavers)
Sir C. E. Harrison	chairman, English Sewing Cotton Company Limited
* Mr. J. King	general secretary, the National Association of Card, Blowing and Ring Room Operatives
* Mr. W. N. Lee	general secretary, the Amalgamated Association of Operative Cotton Spinners and Twiners
Mr. H. Lisle	general secretary, Amalgamated Society of Textile Workers and Kindred Trades
* Mr. M. D. Oliphant	director, Tate & Lyle Ltd.
Mr. J. A. Peel	assistant general secretary, National Union of Dyers, Bleachers and Textile Workers
* Mr. G. H. K. Rae	director, Glazebrook Steel & Company Limited (cotton and rayon merchants, etc.)
* Mr. W. T. Winterbottom	chairman, Fine Spinners & Doublers Limited; director, Courtaulds Ltd.
* Mr. L. T. Wright	general secretary, Amalgamated Weavers' Association

† The appointments of Sir Frank Rostron and Mr. Broatch are for the period from January 26, 1967, to March 31, 1967. The appointments of all the other members are from January 26, 1967, to March 31, 1968.
* Members of the former Cotton Board.

The Textile Council for the Man-made Fibre, Cotton and Silk Industries, was established by an Order approved last month by both Houses of Parliament. The new Council is the Development Council for a wide sector of the British Textile Industry which includes, in addition to that part of the industry hitherto covered by the Cotton Board, the production of man-made fibre, the processing and throwing of man-made fibre and silk yarn, and the warp knitting of cloth.

Although the new Council will cover a wide range of industrial interests, the President of the Board of Trade and those concerned in the industry were fully agreed that the membership of the Council should be kept to a size at which it could be an effective body; and that it would consist of 17 members: eight employers, six trade union members, and three independents, one of whom would be the chairman. It was also agreed that the composition of the Council should reflect the changing structure of the industry, and in particular the growing importance of vertical organizations. The President has, after discussion with organizations and firms in the industry, nominated to the Council persons who, by virtue of their associations, firms or trade unions, have a knowledge of the whole of production and marketing within the industry.

The President recognizes that individual members of the Council will have special knowledge of those aspects of the industry with which they have been personally concerned. The wide spread of the new Council must mean that, at any time, there will be activities in the industry which cannot be represented directly in its membership. It is intended, therefore, that the appointment of members shall normally be for one year (in the first instance, for the period ending March 31, 1968), and that in future the membership will be varied so as to allow the inclusion of new members with special knowledge of different aspects of the industry. The year 1967 is essentially a period of transition; and in 1968 particular attention will be given to the nomination of members who have been associated with the rapidly growing yarn processing and warp knitting side of the industry. The President will consider with the Council and with the sections of the industry concerned, the best means of doing this, and whether, in the light of the first year's experience, it would be desirable to enlarge the Council to allow wider representation.

The Council will be assisted in its work by an Advisory Committee on which will be represented all trade associations engaged in activities within the Council's orbit. Those sections of the industry which have, at any time, no direct representation on the Council, will by this means be able to ensure that their views and problems are brought before it.

Membership of the Council

Sir Frank Rostron and Mr. James Broatch, chairman and deputy chairman of the Cotton Board, had indicated to the President their desire to resign at the end of 1966. They have, however, at the President's special request, agreed to accept the chairmanship and deputy chairmanship of the Textile Council until March 31, 1967, to assist the Council during the difficult period of transition.

Appointment to Hotel Loans Advisory Committee

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Mr. A. W. Hardie to serve on the Hotel Loans Advisory Committee, whose establishment was announced in the House of Commons on December 6, 1966. Mr. A. W. Hardie is chairman of the Scottish Tourist Board and deputy chairman of the Cumbernauld New Town Corporation.

Customs examination of goods exported in large containers

AS ANNOUNCED LAST YEAR, HM Customs and Excise reduced the proportion of containers which must be opened before shipment for export. The relaxation benefits in general only containers of those drawback goods and goods re-exported after temporary importation which are made available for first examination at the exporter's or packer's premises. It does not include high duty goods such as wines, spirits, beer and tobacco.

Packers, carriers, shipping and forwarding agents and similar traders who are independent of the exporters and who not only pack the containers but retain control of them up to the point of shipment may qualify as 'approved containers operators'. Provided that approved operators give an undertaking to comply with certain conditions about the documentation of goods, and securing of containers and production before shipment, only a small proportion of containers they ship will normally have to be opened for examination at the port of shipment. Particulars of the conditions with which operators must comply before they may be approved are obtainable from any Customs and Excise Office. Application for approval should be made to the local Customs and Excise Officer.

Other operators unable to comply with the conditions necessary for approval, and those exporters who themselves pack the goods into containers for exportation under revenue control, can achieve a substantial reduction in the number of containers required to be opened for examination before shipment by adopting the following procedure. They should:

(a) show on the shipping bills relating to the particular goods subject to revenue control, 'Goods packed into container No. . . .;'
(b) furnish a list of the contents of each container showing the marks and numbers of the internal packages, the quantity and description of the goods and the reference numbers of the related shipping bills;
(c) present the list of contents together with the relative shipping bills to the Customs Officer at the place of shipment (after pre-entry at the Customs House where necessary); and
(d) pack drawback goods and any other goods under revenue control in an accessible position near the container door.

New Books

European Companies; a Guide to Sources of Information, by G. P. Henderson. 2nd edition. (180 pages. C. B. D. Research Ltd., 114 High Street, Beckenham, Kent. 70s.). At a time when our economic links with Europe are steadily increasing, it becomes increasingly important for British businessmen to know where to turn to for information on business enterprises abroad; and the publication, after an interval of four years, of a revised and enlarged edition of Mr. Henderson's guide to sources of information, both published and unpublished, on European companies is particularly welcome. As in the previous edition, the main body of the guide is arranged in alphabetical order of country, the number of countries having been increased to 22 by the addition of Liechtenstein, Malta and San Marino. An introductory section for each country contains details of the government department responsible for the registration of companies, and the facilities for public reference to its records; brief notes on the principal legal forms of business enterprise in the country, and the numbers of each form in existence; a directory of the principal stock exchanges, with references to their official quotation lists and other publications; a list of credit-reporting and commercial information services (a new feature), again with reference to their publications; and the form of alphabetical order generally used in the language concerned, when it differs from the English order. This is followed by particulars of published sources of information, in which a noteworthy feature is the full description of the scope, contents and arrangement of each reference work cited. As before, there are particulars of publications in the following categories: those providing extensive financial information about individual companies; those giving basic information (capital, directors, products, etc.) in concise form; those setting out the relationships between associates, parent and subsidiary companies; directories of directors and executives; and directories of banks, stockbrokers and finance houses. In all these the entries have been brought up to date, taking account of new editions and new publications. Another new feature of the second edition is the addition for each country of a list of newspapers and periodicals regularly reporting company news, or containing other items relating to company affairs. Some of these lists are quite extensive – that for France, for example, containing 32 titles. The remaining feature, again reflecting a considerable expansion from the first edition, is a series of glossaries of appropriate terms in the European languages concerned, intended to facilitate use of the reference books described earlier by people not well acquainted with the foreign languages used in them. These glossaries, unfortunately, are marred by a rather large number of linguistic errors; though possibly this will not seriously hamper their use by people ignorant of the languages. The unsewn binding method used seems inadequate for the use to which a reference book like this is likely to be put; a number of pages in the copy provided for review have already worked loose.

Italian Public Enterprise, by M. V. Posner and S. J. Woolf. (171 pages. Duckworth. 30s.) The setting up of the Industrial Reorganisation Corporation in this country has in recent months led to an increased interest in the Italian corporation, Istituto per la Ricostruzione Industriale,' which has been widely credited with inspiring the establishment of the IRC. A young Italian economist, Mario Deaglio, prepared a report on the development of IRI, covering its background, operation and performance, which was published in August 1966 as *Private Enterprise and Public Emulation* (Institute of Economic Affairs, 6s.) Mr. Deaglio suggested that the success of IRI has been largely proportional to the ability of individual managers to separate commercial from social criteria and to their independence from political pressures, and he was led to sceptical conclusions about the efficacy of IRC. The scope of *Italian Public Enterprise* is broader, in that it surveys the role of state enterprise in Italy over the past 15 years, the history and growth of the public sector, the structure, performance and control of some typical state enterprises, the methods of finance and the pattern of investment; and the viewpoint of the authors is rather different. In their final chapter they discuss the problem of state control and draw a comparison between the British and the Italian situation. In Britain the possibilities for centralized planning and Government technological intervention are recognized; in Italy the scope for the exercise of public policy through the agency of state enterprises is thought to be limited to regional development. One of the authors, Mr. Posner, has also contributed to the debate on IRC in a Fabian research pamphlet, *New Public Enterprise* (Fabian Society, 1966, 3s.), written jointly with Richard Pryke. In that it is suggested that the IRC will, and should, evolve into a state holding company. *Italian Public Enterprise* includes an appendix of 17 statistical tables, and a very brief index containing about 75 headings, of which 17 are initial letters of organizations whose full names are in many cases nowhere provided in the book. Mr. A. Shonfield's name is mis-spelt wherever it occurs in the book.

Your Market. Economic Development Committee for Hotel and Catering. (46 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1.). This is the first study issued by the EDC for the Hotel and Catering Industry, set up six months ago. It sets out to provide a practical guide to some 100 sources of publicly available market information for the hotel and catering industry, and demonstrates how effectively selected market information can be used. It is stated that the British spend over £2,000 million every year on accommodation and drink, and a quarter of a million establishments in the hotel and catering industry share in the business. This booklet emphasizes the importance of market research in realizing the potential of this large and growing market. It endeavours to stimulate interest in an objective study of the market as a guide to action. The largest section of the booklet lists, with comments, a variety of surveys both regional and national of the market. These are arranged under subject heads such as: accommodation; food and drink; overseas visitors; British holidays. The following section of the booklet demonstrates how this information can be used to determine the feasibility of any new project. A list of market research companies is included, together with an index.

Northern Ireland Factory Specification. Ministry of Commerce, Northern Ireland. 4th edition. (12 pages. Northern Ireland Ministry of Commerce Office, 13 Lower Regent Street, London, S.W.1. Free). 'The Government of Northern Ireland has a comprehensive factory building programme under which factories of standard type are built on carefully chosen sites with full services laid on and ample labour available.' This booklet describes a number of such factories, and outlines their advantages for expanding industry. The first half of the book contains pictures of the factories; the second half consists of architects' blueprints, with construction details and typical layouts.

The Concise Commercial Dictionary, by P. G. Osborn and S. T. Grandage. (244 pages. Sweet and Maxwell. 45s.) The origins of this dictionary can be traced back to *The Australian Commercial Dictionary*, compiled by R. K. Yorston and first published in 1945. An adaptation of this dictionary by A. G. P. Pullan and D. W. Alcock was published by Sweet and Maxwell in 1953 as *The Commercial Dictionary*. The present volume is a complete revision of that work, providing definitions of about 3,000 terms used in every field of commerce, including new words and phrases, and new definitions of existing terms. Most of the definitions are very brief, and entries dealing with organizations are sometimes inadequate; for example the 18 word entry describing 'board of trade'. The dictionary is designed as a reference book for businessmen, company secretaries, students of commerce, legal and accounting advisers. The compilers are respectively a barrister (Mr. Osborn is already well known as the compiler of *A Concise Law Dictionary*) and a chartered accountant. The book also includes a dictionary of about 600 abbreviations of commercial and legal terms, professional qualifications and organizations concerned with commercial matters.

Houseman's Law of Life Assurance. 6th edition, by E. A. Holder. (293 pages. Butterworths. 38s., by post 39s. 6d.) an introduction to the law of life assurance for students and officials of life assurance offices. In this new edition a number of passages have been rewritten because of changes in the law, e.g. the section on suicide because of the Suicide Act 1961, and the section dealing with the rule against perpetuities because of the Perpetuities and Accumulations Act, 1964. New cases directly concerned with life assurance policies have been noted. Other chapters revised include those on policies under the Married Women's Property Act 1882, and on estate duty. A very brief summary of the capital gains tax legislation is included together with a note of such effect as it has on life office contracts.

The Scottish Woollen Industry. This publication is not free as stated in our review of January 20, but costs 16s. from the National Association of Scottish Woollen Manufacturers, 27 Charlotte Square, Edinburgh 2, Scotland.

Other publications

BRITAIN. An Official Handbook. Prepared by the Central Office of Information, London. 1967 edition. 558 pages. 32s. 6d., by post 37s., from HMSO and Government bookshops.

GATT, WHAT IT IS, WHAT IT DOES, HOW IT WORKS. General Agreement on Tariffs and Trade. 25 pages. Available from the GATT Secretariat, Villa Le Bocage, Palais des Nations, 1211 Geneva 10, Switzerland.

IMPORTS OF CHEMICALS. Economic Development Committee for Chemicals. 8 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1.

REPORT TO THE INDUSTRY ON THE EDC'S FIRST YEAR. Economic Development Committee for Newspapers, Printing, and Publishing. 8 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London S.W.1.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page viii of January 20 issue.)

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade

TUESDAY, JANUARY 24

Industrial investment

The President of the Board of Trade was asked what had been the total investment in productive industry, as a proportion to the gross national product, in the United Kingdom for 1965 and 1966; and what information he had from international sources about how this compared to such investment in Germany and Japan. Mr. Douglas Jay said in his reply that investment by industries covered by the Index of Production was 7 per cent of the gross national product (at market prices) in 1965 and in the first three quarters of 1966. The latest available comparable figure for the German Federal Republic was 9 per cent in 1965 and for Japan 12 per cent in 1964.

Asked further what were the figures of industrial investment for the last three months, respectively; and how much he estimated industrial investment would alter compared to 1964 and 1965 over the next six months, Mr. Jay said, 'Manufacturers' investment in the third quarter of 1966 was £359 million at current prices. Forecasts provided in November/December 1966, suggest a fall of about 11 per cent (in volume terms) between 1965 and 1967, about 3 per cent between 1964 and 1967, but the forecasts did not take account of the recent increase in the rates of investment grants.'

Aircraft noise

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, took a number of questions concerned with aircraft noise. Asked what steps, apart from the certification of aircraft, he proposed to take to exploit other possible approaches to the reduction of aircraft noise, he said that the Board would continue to search for further practicable means, taking into account the various conclusions reached at the recent international conference on the subject, but that he had no specific new measures to announce at present. Asked further whether he would take steps to establish a single authority in Britain with overall responsibility for controlling excessive noise, the Minister pointed out that he already had powers under Sections 14 and 15 of the Airports Authority Act, 1965: he saw no need at present for substantial changes but would keep the effectiveness of these powers under review.

Questioned about noise at Gatwick, the Minister said that Gatwick was at present underutilized and must accept its share of London's night jet traffic. He hoped to install a permanent noise monitoring unit there before peak traffic occurred this summer and it was his intention to introduce jet take-off noise limits as soon as possible. Although there had been an increase in traffic at Gatwick, he felt that the arguments put forward in December 1965, by the then Parliamentary Secretary to the Ministry of Aviation still applied to the suggestion that grants for the insulation of houses around Gatwick should be made available as they were in areas around Heathrow. With regard to noise from ground running of aircraft, mufflers were now in use for BAC one-elevens and VC 10's and tests were being carried out.

A further question asked what conclusion he had reached on the construction of a third airport in the London area to enable the noisier subsonic and all civil supersonic aircraft to land and take off over the sea. Mr. Mallalieu replied that the Government hoped to announce a decision on the site in the near future.

Ministry of Technology 'Business Bureau'

In reply to a question on what steps he was taking to assist firms to raise their efficiency and productivity, Mr. Anthony Wedgood Benn, Minister of Technology, said: 'My Department's "Business Bureau" is already providing services of this kind, a list of which I am circulating in the Official Report. (*Hansard*, cols. 1245-6).

'Following the National Productivity Conference the wide range of Government and other advisory services, existing and planned, is being examined in collaboration with the National Economic Development Office, the Confederation of British Industry and the Trades Union Congress.'

WEDNESDAY, JANUARY 25

Motor insurance

Among further questions put to the President of the Board of Trade regarding motor insurance, he was asked if he would order an immediate inquiry into the affairs of all motor insurance companies established during the past five years. Mr. Jay replied: 'No. The Board of Trade keep in close touch with new motor insurance companies and request quarterly accounts in appropriate cases. Inspectors appointed by the Board of Trade under Section 165 of the Companies Act, 1948, are at present investigating the affairs of five motor insurance companies.'

Answering further questions on whether he would introduce legislation to prevent cut-rate motor insurance by companies which are not members of the British Insurance Association, and which have inadequate resources or reserves from which to meet claims, and if he would seek legislative authority to inspect the balance sheets of motor insurance companies in order to ensure that their reserves are adequate to meet the demands upon them, Mr. Jay said: 'The Insurance Companies Act, 1958, already requires insurance companies to deposit with the Board of Trade annual balance sheets. The Companies Bill contains provisions strengthening the supervisory powers of the Board over insurance companies. These powers would relate to such matters as the resources and reserves of the company, but would not involve direct control of premium rates.'

Airport for South-west

Asked what reports he had received from the regional headquarters for the South-west in regard to an airport for Plymouth or for an area south-west of Exeter, Mr. J. P. W. Mallalieu, Minister of State, said: 'The chairman of the South-west Planning Council has kept me informed of this study of airport requirements for the South-west part of the region. I understand that the local authorities agree that the area would be best served by a single airport, and a survey of possible sites is under consideration.'

Building grants and loans in Scotland

The President gave details of the number of applications for building grants or loans under the Local Employment Acts in the development areas of Scotland which had been received, accepted or refused from 1963 to 1966. (See *Hansard*, col. 284.)

In answer to a question as to when the Government would take a decision on the recommendation by the Scottish North-east Consultative Group that an advance factory should be built at Elgin, the President said he hoped to make an announcement about the location of this factory shortly.

THURSDAY, JANUARY 26

Export promotion to South America

In reply to a question about the promotion of exports to the South American market, Mr. Mallalieu, said that a great many of the staff of the Board of Trade and of the Export Credits Guarantee Department spent some part of their time on this work. The staff of the section wholly concerned with commercial relations with South America numbered 12.

Trade with East Germany

Mr. Mallalieu replied to a question whether the policy of Her Majesty's Government was to encourage further trade with the German Democratic Republic and what steps were proposed to this end. The Minister said: 'Trade with East Germany in 1966 reached record levels in both directions. The Confederation of British Industry and the East German Chamber of Foreign Trade are meeting on February 6, to negotiate unofficial trade arrangements for 1967. These will, I hope, result in further possibilities for British exports.'

Banks and protection of deposits

The President was asked what steps he was taking to prevent further bank failures; whether he was satisfied with the present legal requirements for the setting up of a bank and what banks his department are investigating.

Mr. Jay replied: 'The issue of advertisements for deposits to the public is restricted in certain respects by the Protection of Depositors Act, 1963. As regards concerns falling within this Act, the Board of Trade are at present investigating the situation of Davies Investments Ltd., under Section 18 of the Act. I would prefer to ascertain the facts in this particular case before reaching conclusions about amendment of the law.'

FRIDAY, JANUARY 27

Motor insurance

Asked what steps he would take to enable motorists to insure against motoring risks only with reliable insurance companies, the President said: 'The Companies Bill now before Parliament contains provisions to strengthen greatly the supervisory powers of the Board of Trade over insurance companies. It would be unfortunate if recent failures give rise to any impression that the great majority of insurers operating in this country are not completely reliable. But I advise anyone who is offered insurance at what appears to be a cheap premium to seek advice from, for instance, such bodies as the British Insurance Association, Lloyd's, the Corporation of Insurance Brokers, the Association of Insurance

Brokers or Lloyd's Insurance Brokers Association.'

In reply to a further queston as to whether he would introduce legislation to require insurance companies to have a certain minimum amount of ascertained free assets, the President said that the Insurance Companies Act, 1958, contained such requirements in relation to companies which carry on general insurance business, including motor vehicle insurance business. The Companies Bill contained provisions designed to strengthern these requirements.

Closures in development areas

The President was asked to what extent the introduction of financial penalties to discourage firms from closing down branches in development areas would discourage the initial transfer. He replied: 'The introduction of direct financial penalties would be likely to act as a considerable discouragement. There are of course already provisions for the repayment of all or part of assistance under the Local Employment Acts given by way of building grant if the closure takes place within five years of the assistance being given, and of any outstanding loans. Investment Grants made at the higher rate for development areas will also be repayable in whole or in part if the assets concerned cease to be used, are disposed of, or are moved out of development areas within three years.'

Figures were given in reply to other questions about the number of industrial development certificates granted and advance factories started in Lancashire since 1964.

Offshore oil patches

What action is taken to deal with oil patches before they reach the beach? Mr. Darling replied: 'When Coastguards receive information about oil patches offshore, they immediately notify local authorities whose beaches may be affected so that they may consider what action can be taken. Local authorities are assisted in dealing with offshore pollution by the Services as the resources of the latter allow.

'The Minister of Housing and Local Government, recently announced that a Joint Working Group to find the most efficient and economical means of combating oil pollution on beaches had been set up by the Institute of Petroleum and the local authority associations. The Group will consider all aspects of the problem, including the dispersal of offshore oil, and will report to a Standing Committee composed of representatives of Government Departments, the local authority associations and the Institute of Petroleum.'

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Counsellors abroad have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2. (Telephone Holborn 3422.)

A Visit to the British Columbia Research Council, by D. L. Griffiths. 6 pages. *UKSM report no.* 66/77. The British Columbia Research Council is a very active and thriving organization located on the University of British Columbia campus. During a visit in July, 1966, the opportunity was taken to discuss a number of subjects which have been pursued including sonic inspection of marine piles and treatments to prevent wood borer attack, modification of aflatoxin production and a new bioassay test for this mycotoxin, and mosquito repellent research. The Council has a wide variety of programmes which are sponsored not only by industry in Canada but also sources in the United States and other parts of the world.

1966 Power Sources Conference. Part I – Fuel Cell Battery Systems, by D. L. Griffiths. 14 pages. *UKSM report no.* 66/78. This is the first of a series of four reports describing the proceedings of the 20th Annual Power Sources Conference. This particular report covers the two sessions dealing with fuel cell battery systems. The papers were presented in a similar order to that employed at previous Power Sources Conferences and in many cases the presentations could be considered as progress reports on projects which have been continuing for a number of years. In this light, readers may like to refer to *UKSM report no.* 65/39 which describes the corresponding sessions at the 19th Conference.

1966 Power Sources Conference. Part II – Thermal and Solar Energy Conversion, by D. L. Griffiths. 6 pages. *UKSM report no.* 66/79. The topics discussed in this session referred to the thermal and solar energy conversion, including recent developments in thermionic converters and heat pipes, thermophotovoltaic conversion, evaluation of performance and high flux energy supply for solar cells, and the properties of 'superblue' and thin-film solar cells.

1966 Power Sources Conference. Part III – Power Conditioning, by D. L. Griffiths. 5 pages. *UKSM report no.* 66/80. This report summarizes the session on power conditioning. Topics discussed include modulation systems, current-fed and static inverters, manual generators and devices to protect solid-state electronics from surge damage.

1966 Power Sources Conference. Part IV – High-energy Battery Systems, by D. L. Griffiths. 6 pages. *UKSM report no.* 66/81. The main theme of the session discussed was high energy density batteries. Most of the systems referred to were of the non-aqueous elecrolyte type. Various electrode materials have been investigated but lithium anodes and cupric fluoride cathodes received the most attention. No really satisfactory practical system has yet been devised.

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has recently entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters, and this is reflected in a new series of advertisements showing examples of the help received by specific firms. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 24,100 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:

at HQ, London: City 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM Midland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW City 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) Tate Gallery 4355 Telex 25991
LONDON (Eastern Counties) Tate Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER Deansgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Feb. 7 to 10	**Private and commercial vehicles, heavy machinery.**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Earth moving, road making and lifting equipment; Land Rovers; Coaches (5-51 seats) by Bedford, Morris and Thames; 20 ton trucks; 22 excavators by NCK '304', and Ruston Bucyrus ('10 RB'. '19 RB', '33 RB'), mobile cranes by Coles, Jones 'KL 66' Neals and Ransome & Rapier; scrapers; tractors and angle-dozers by Caterpillar 'D4', 'D 8'); 25 International half trucks; dumpers; fork lift trucks; factory trucks; 1 ton trailer fitted air conditioning plants; 27 Diamond 'T' tractors fitted Rolls Royce diesel engines; 50 AEC 'Matadors'; Scammell heavy duty tractors and breakdown vehicles; Albion 20 ton trucks; Leyland 'Hippo's'; hydraulic tippers by AEC and Albion (10 ton 3 way); Bedford and Commer, low loading, light recovery, transporter, office and other trailers; 10 cwts—50 tons, mobile tankers 200—2,500 galls; 90 Land Rovers, Coaches, 270 saloon, limousine and estate cars and many other types of load carrying and dual purpose vehicles; motor cycles; 100 vehicle mounted fire fighting units and Austin 'Champ' rear and front axles, engines and radiators.

Feb. 16	**Clothing, electrical and photographic equipment and general stores.**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcestershire.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053.)**

Clothing including greatcoats, raincoats, jackets, blouses, trousers, khaki drill clothing, shirts, underwear etc. Webbing equipment; footwear; brake parachutes; electrical equipment including motors, generators, transformers, invertors, regulators, rectifiers, battery chargers, floodlights, switches, lamps etc. Photographic equipment including cameras, flash guns, exposure meters, epidiascopes, episcopes, film drying and multi-printing equipment, film and bromide paper, chemicals etc. RCA receivers; Lister diesel engines; general stores including fuel pumps, actuators, aircraft wheels, rubber dinghies, furniture, mattresses, trailer chassis, wooden cases and cradles and a large quantity of miscellaneous stores.

Feb. 21 & 22	**Machine tools, clothing, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Machine tools including: lathes, blowpipe cutting machines, electric drilling machines, fly presses, pipe bending machines, wheel grinders, portable hydraulic press wheel, tool and cutter grinders, woodworking machines, polishing, buffing and shaping machines, arc welding transformers; 3 KVA petrol electric generating sets; 3.5 KVA electric alternating set with 4-cyl. engine; universal testing machine 100-ton capacity; motor vehicle spares; industrial auto truck 1-ton capacity; furniture including, oak dressing sets, oak bookcases and sideboards, single and double wardrobes, dining and folding chairs, adjustable armchairs, single and double beds, tables various; clothing and textiles including, men's and women's raincoats, greatcoats, BD trousers and blouses, shirts various, sheets and pillows, mattresses, blankets, leather boots and shoes; mixed rugs; old hessian; carpets; canvas and leather; crockery and glassware; cutlery etc; and large quantities of miscellaneous tools and spares.

Feb. 28	**Technical equipment, miscellaneous stores.**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd., (Dept. L), Market Square, Bicester. (Tel. Bicester 2073.)**

Omega wristwatches; monoculars, miniature telescopes; compasses; stop watches etc; metal shearing machines; lathes; grinding machine; electric furnace; tilting crucible furnace; baling press; compressors; generators; fire fighting equipment including, 3 Dennis self propelled fire pumps, 27 Coventry Climax fire pump trailers; vehicle, electrical and radio spares; water containers; gravity roller conveyors; ladders; hand tools; nuts; bolts; screws; nails; rope; wire etc.; boots; sleeping bags; netting; tarpaulins; furniture; cutlery; kitchen utensils etc.; and a large quantity of miscellaneous equipment.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Single-spindle and multi-spindle automatics; gun boring machines; vertical surface broaching machines; gear shaping and testing machines; horizontal, vertical and radial drills; universal and cam grinding machines; centre and turret lathes; horizontal, vertical, universal and profile milling machines; presses; shaping machine etc. Located at Ministry of Defence (AD), Ordnance Supply & Disposal Depot, Yeadon, Nr. Leeds, Yorks. Tender Forms from Ministry of Defence (AD), Directorate of Sales (Sales 4bii (A)), First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m. February 23, 1967.

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
Feb. 7	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	158	127	166	190	156	+332	+202	+19	+43
1965															
1st quarter	128	132	152	146	127	108	160	131	166	193	157	+ 49	+ 29	—10	+ 9
2nd quarter	127	131	153	145	124	107	158	122	170	187	157	+ 92	+ 80	— 5	+ 3
3rd quarter	128	132	155	149	125	108	157	128	158	190	153	+126	+ 75	+21	+17
4th quarter	129	133	157	151	126	109	159	128	168	190	155	+ 65	+ 18	+13	+14
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	154	+ 70	+ 42	N/C	+19
2nd quarter	129	133	161	156	128	110	159	124	166	184	164	+ 62	— 10	—15	+26
3rd quarter	129	134	158	156	126	109	161	129	158	182	171	+102	+105	+20	—15
1966															
June		132				109									
July		135				110									
August		135				109									
September		132				108									
October		131*				108									
November		129*				109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966			136·9	+3·9	114·5*	133·0*	168·4	325	255		158*	155*	
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—107
3rd quarter	159	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter			138·6	+3·8	113·2*	133·6*	169·8	417	206		147*	163*	
1966													
June	161	127	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	157*	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155*	107*	138·8	+4·0	113·3*	133·6*	169·8	424	201		137	169	
December			139·0	+3·7	112·8*	133·6*	169·8	449	200		157*	158*	
1967													
January								454	191				

*Provisional. †Not seasonally adjusted.

Activity at United Kingdom and Channel Islands aerodromes in August 1966

AT ALL United Kingdom airports air transport movements, in total, were 6 per cent more than in August 1965, and the number of passengers 11 per cent more. These increases were lower than in the immediately preceding months, when the effects of the seamen's strike were still being felt, but not dissimilar from the average annual increases in recent years.

At London area airports there were increases, compared with August 1965, of 13 per cent in passengers and 8 per cent in air transport movements. These increases are in line with those earlier in 1966 before the distorting effect of the seamen's strike.

Most other airports reported increased passenger traffic; the biggest increases over August 1965 were at Southampton 320 per cent, Portsmouth 72 per cent, Luton 71 per cent, Teeside 61 per cent and East Midlands 35 per cent.

Growth in freight handled at United Kingdom airports over the August 1965 total was 16 per cent, a much smaller figure than in each of the previous three months, but again higher than the average growth of 8 per cent a year, inclusive of vehicles moved on Vehicle Ferry services, during recent years.

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Short Tons	
MOA and other UK aerodromes:	1966	120,356	66,524	3,158,005	3,061,109	96,896	51,848·5	3,261·8
	1965	108,612	62,484	2,836,344	2,742,043	94,301	44,586·2	2,807·5
London Area Aerodromes:	1966	34,162	27,344	1,750,832	1,728,511	22,321	20,242·5	2,289·3
	1965	30,869	25,278	1,555,331	1,532,765	22,566	16,876·4	1,939·0
*London (Heathrow)		23,625	22,459	1,474,492	1,455,182	19,310	18,690·6	2,243·0
*London (Gatwick)		7,923	4,820	275,589	272,578	3,011	1,551·9	46·3
*Stanstead		2,414	17	654	654	—	—	—
Westland Heliport London		200	48	97	97	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		765	406	12,235	10,679	1,556	31·4	9·6
*Belfast (Aldergrove)		2,895	2,523	126,547	124,684	1,863	1,712·9	250·0
Benbecula		267	107	3,619	1,803	1,816	8·2	3·1
*Birmingham		5,573	1,738	78,398	76,570	1,828	306·7	—
*Blackpool		6,656	1,194	31,745	31,508	237	99·3	—
*Bournemouth (Hurn)		2,055	155	5,732	5,537	195	1·5	—
*Bristol (Ludsgate)		3,292	1,303	30,650	21,708	8,942	724·9	—
*Cambridge		5,433	60	1,442	1,002	440	21·9	—
*Coventry		3,100	160	2,958	2,599	359	306·7	—
*East Midlands (Castle Donington)		2,583	673	21,100	20,885	215	104·7	—
*Edinburgh (Turnhouse)		3,728	1,254	59,216	58,157	1,059	150·2	119·6
*Glamorgan (Rhoose)		2,692	937	25,565	24,169	1,396	32·0	—
*Glasgow (Abbotsinch)		3,909	3,341	154,433	152,489	1,944	931·6	187·3
Hawarden		525	278	4,418	2,169	2,249	17·9	—
Inverness (Dalcross)		263	166	6,078	4,695	1,383	16·1	—
Islay (Port Ellen)		137	114	2,626	2,621	5	16·1	4·5
*Isle of Man (Ronaldsway) (3)		2,515	2,152	79,080	77,896	1,184	342·6	21·3
Kirkwall		276	245	6,609	6,257	352	34·4	13·4
*Leeds/Bradford		5,011	1,225	42,481	40,990	1,491	144·2	—
*Liverpool		3,303	2,008	65,266	62,657	2,609	1,184·1	65·0
*Luton		5,475	980	67,383	66,072	1,311	36·6	0·4
*Lydd		3,322	3,254	31,456	31,456	—	11,297·0	—
*Manchester		5,345	4,034	193,589	184,770	8,819	2,318·9	250·2
*Newcastle (Woolsington)		2,035	943	43,073	42,260	813	144·2	—
Penzance Heliport		504	462	9,087	9,087	—	4·9	—
*Portsmouth		1,453	478	12,421	12,421	—	1·2	—
*Prestwick		2,688	1,684	86,408	58,739	27,669	757·3	21·2
Scilly Isles (St. Mary's)		578	497	9,235	9,215	20	5·9	—
*Southampton		2,278	1,827	47,234	46,909	325	2,568·9	—
*Southend		4,877	4,086	120,493	120,493	—	8,196·0	—
Stornoway		198	108	4,460	4,185	275	19·9	5·8
Sumburgh		157	114	3,541	3,540	1	15·5	12·2
Tees-Side (Middleton)		1,906	310	12,495	11,220	1,275	48·1	—
Tiree		154	149	1,026	681	345	1·3	0·5
Wick		246	215	5,074	2,475	2,599	2·9	8·4
Channel Islands aerodromes (4)	1966	..	7,379	278,996	264,777	14,219	2,278·3	—
	1965	..	7,940	263,223	249,819	13,404	1,898·1	—
Alderney		..	562	6,273	6,273	—	10·8	—
Guernsey		..	2,073	76,826	72,990	3,836	747·4	—
Jersey		..	4,744	195,897	185,514	10,383	1,520·1	—

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
* = UK Customs Airports. .. = Not available. — = Nil or negligible.

Government Publications

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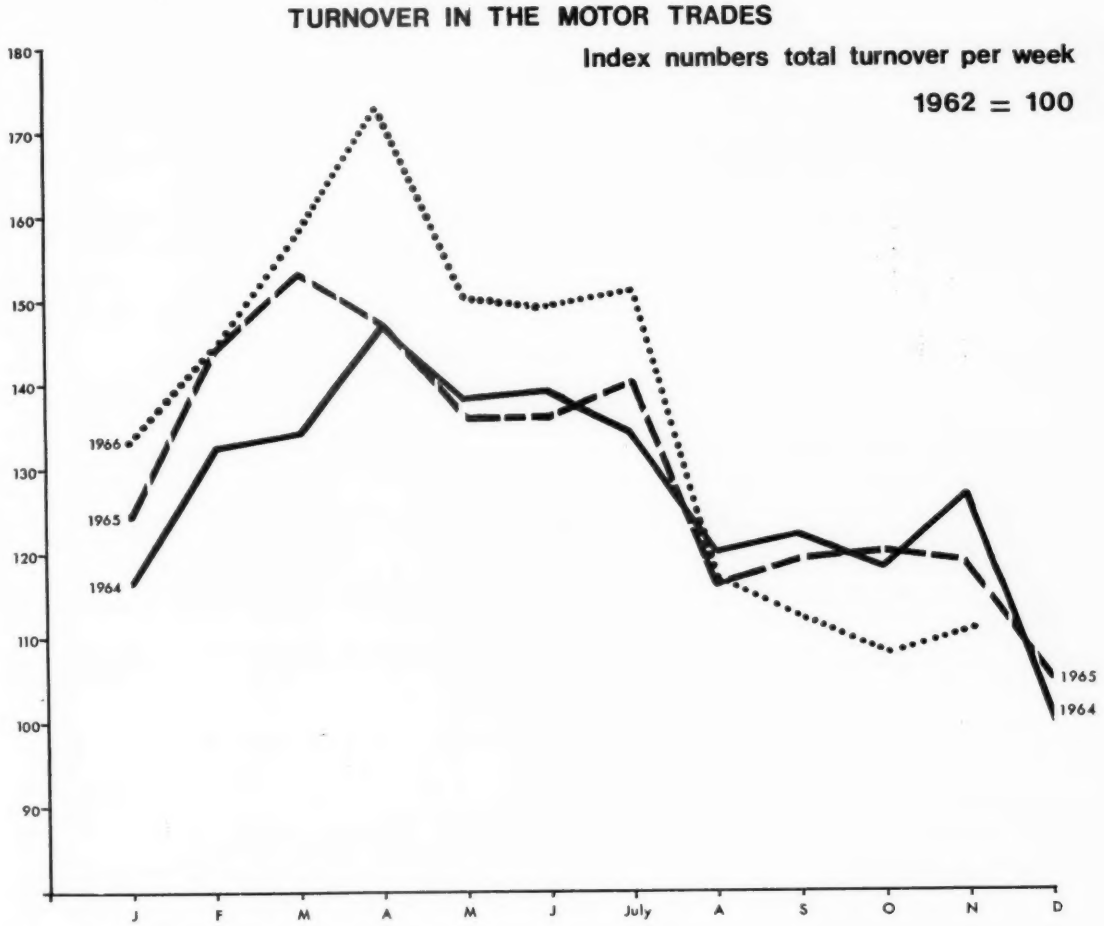
Turnover of the motor trades in November

THE TOTAL turnover of the motor trades in November showed little change from the level of the previous two months and continued to show about the same decrease on year earlier figures as has been experienced since the full effect of the July measures became apparent in September.

Sales of new vehicles, 25 per cent below the level of November 1965, showed no sign last year of the seasonal increase previously experienced between August and November. Sales of used vehicles continued at about the level of the previous three months, being 6 per cent below the year earlier figure.

Sales of petrol, oil etc., and receipts from repairs and servicing also showed little change from the previous two months' experience being 7 per cent higher than in November 1965 and so continued the run of increases on year earlier figures which have been a feature of this series since such comparisons became possible in 1964. (*Table on page* 277)



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Narrow Fabrics for September-November 1966.

Overdrafts of the nationalized industries

THE total bank overdrafts of the nationalized industries at January 18, 1967 amounted to £54.9 million of which £44.7 million was from the Clearing Banks and £10.2 million from the Scottish banks.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL (*dates on which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library* (*Abbey* 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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The Hon. DAVID J. SMITH, C.B.E.
JOHN THOMSON

STATEMENT OF ACCOUNTS AT 31st DECEMBER, 1966

LIABILITIES	£	£
CAPITAL (in £1 Units of Stock)		
Authorised		10,000,000
Issued		7,500,000
RESERVE		4,000,000
		11,500,000
PROFIT AND LOSS:		
Balance carried forward		1,089,380
		12,589,380
LOANS secured on Assets of the Company	317,256,016	
DEPOSITS, OTHER LIABILITIES AND RESERVE FOR CONTINGENCIES	13,787,315	
DEPOSITS BY SUBSIDIARIES ...	100,107	
PROPOSED FINAL DIVIDEND GROSS	468,750	
		331,612,188
		£344,201,568

NOTES:
(1) There is a contingent liability in respect of Bills Re-discounted (excluding Treasury Bills) of £31,990,926 (1965—£41,594,928).
(2) The amount now recoverable in respect of income tax suffered in excess of taxation upon profits to date has been included in Loans and Amounts Receivable.

CURRENT ASSETS	£	£
CASH AT BANKERS AND IN HAND		6,077,082
BILLS DISCOUNTED less rebate and reserve:		
British Government Treasury Bills...	108,609,656	
Commercial and Other Bills ...	72,911,906	
		181,521,562
SECURITIES at less than Market Value:		
British Government, Corporation, County and Public Board, Local Authority Bonds and Commonwealth Government	135,607,274	
Unquoted:		
British Corporation, County and Public Board Mortgages and Local Authority Bonds	10,675,317	
		146,282,591
OTHER QUOTED INVESTMENTS at less than Market Value		1,173,272
LOANS AND AMOUNTS RECEIVABLE		8,896,954
		343,951,461
FIXED ASSETS		
SHARES IN SUBSIDIARIES at cost The net assets of Subsidiaries are represented by Deposits with the Company (per contra).		100,107
FREEHOLD PREMISES, including Furniture and Fittings, at cost, less amounts written off		150,000
		£344,201,568

39, CORNHILL, LONDON, E.C.3

Index numbers of turnover per week and percentage changes on a year earlier (a) 1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	137(b)	146	157	125		133	144	158	173	150	149	151	116	112	108	111	
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966	+3(c)	+3	+12	Nil		+7	Nil	+3	+17	+10	+10	+8	Nil	—6	—10	—7	
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	142(b)	173	178	112		155	166	192	227	160	154	163	92	87	82	88	
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	Nil(c)	Nil	+18	—8		+7	—6	Nil	+38	+12	+4	+9	—12	—23	—29	—25	
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	124(b)	135	153	103		111	138	151	158	154	148	129	94	91	89	92	
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—3	Nil	—12	+4
	1966	Nil(c)	+2	+8	—6		+4	Nil	+2	—3	+9	+17	+1	—10	—10	—16	—6	
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138(b)	128	140	146		124	126	132	133	141	146	151	146	143	139	140	
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+3
	1966	+9(c)	+8	+9	+10		+8	+6	+9	+5	+9	+11	+10	+12	+8	+6	+7	

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1966 turnover was the four weeks from October 30, 1966 to November 26, 1966; the corresponding period in 1965 was from October 31, 1965 to November 27, 1965.
(b) Index numbers for period January to November 1966.
(c) Percentage change for period January to November 1966 compared with corresponding period of 1965.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, January 27, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
The Crooked Road	Br/E 32033	86	January 23	Gala Film Distributors Ltd.	Argo Film Productions Ltd.
Road to Saint Tropez	Br/E 32034	31	January 25	Twentieth Century-Fox Film Co. Ltd.	Script and Play Productions Ltd.
Look at Life Series 32: *Cleaning People*	Br/E 32037	9	January 27	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe Pictorial Series 625-637: *Pathe Pictorial No.* 633	Br/E 32038	8	January 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
The Yellow Hat	Br/E 32039	75	January 27	Monarch Film Corp. Ltd.	Margot Dagmar Ltd.
Movietone News 1963	Br/E 31870	8	January 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1963A	Br/E 31871	8	January 27	„ „	„ „
Pathe News 67-7	Br/E 31936	7	January 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-8	Br/E 31937	7	January 27	„ „	„ „
			FOREIGN		
Mountain of Fear	F 32032	58	January 23	Children's Film Foundation Ltd.	Viba Film, Ljubljana.
Les Fêtes Galantes (Lovely French Grub)	F 32035	90	January 26	Antony Balch Films Ltd.	Gaumont, Paris and Studios Bucaresti, Bucharest.
Gunfight in Abilene	F 32036	78	January 27	Rank Film Distributors Ltd.	Universal International Films Inc.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended December 31, 1966:

Distributors' earnings submitted.

High cost films	£371,041	
Low cost films:		
Eligible (after multiplying by 2½)	£29,005	
Not eligible for 2½ times rental	£3,074	
		£403,120
Films of less than 3,000 ft. (after multiplying by 2½)		£44,138
		£447,258

Levy collections paid to Agency by HM Customs and Excise to January 9, 1967, together with an estimate of collections approximately covering entertainments for the five weeks ended December 31, 1966 £353,000

The second interim allocation for the tenth distribution period will be at the rate of 55 per cent.

Cinema admissions in December 1966

DURING DECEMBER, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 4.6 million and the weekly average of gross box office takings was £.92 million.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

used to write on walls

A great big 400 foot tower, with a revolving restaurant on top. We like the idea. It's part of our new six acre civic centre, St. John's Precinct—a modern complex of shops, hotels, car parks, restaurants and all the amenities we need for civilised living. It's typical of what's happening in today's Liverpool—the *new* Liverpool. With Liverpool's Master Five Year Plan well under way, we're keeping the famous warm heart of the city beating, but tearing the worn-out bits apart and building a streamlined place for *people*. For people to live in, to work in—to have fun in. New motorways, bigger and deeper docks, big new jetport, skyscrapers, huge housing developments, a special office city, and an increasing hum of modern industry—it's like being at the heart of things. Great place to be. Great place to trade.

LIVERPOOL

city of change & challenge

New companies registered in December

BELOW ARE details of new companies registered in Great Britain during December 1966 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,423	1,423
£1,000 and under £10,000	—	496	496
£10,000 and under £50,000	—	80	80
£50,000 and under £100,000	—	8	8
£100,000 and under £1,000,000	—	8	8
£1,000,000 and above	—	—	—
Total number	—	2,015	2,015
Total amount of Nominal Capital	'000's £—	'000's £4,264	'000's £4,264

Companies registered in Great Britain in 1965 and 1966

	1965		1966	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,127	8,031	2,252	4,987
February	3,281	9,615	2,430	6,800
March	4,722	17,718	3,480	9,437
April	3,636	9,893	2,375	8,044
May	3,306	6,547	2,304*	3,960
June	2,673	5,568	2,211*	5,168
July	2,553	4,329	2,019	5,314
August	2,276	3,865	2,246	8,531
September	2,468	11,188	2,096	6,613
October	2,573	4,948	2,075*	3,911*
November	2,529	5,671	2,256	4,374
December	2,702	14,968	2,015	4,264
Total	35,846	102,341	27,759	71,403

* Amended.

Retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in November was 2 per cent lower than the previous year, compared with an increase of 1 per cent in October and a decrease of 2 per cent in September.

Food shops showed an increase of 2 per cent on a year earlier, while household goods shops and clothing and footwear shops showed decreases of 9 per cent and 10 per cent respectively on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1965 4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
1965 November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2

Further details may be had on application to Ministry of Commerce, Index and Retail Sales, Room 89A, Chichester House, Chichester Street, Belfast 1 (Tel. Belfast 28271, Ext. 42).

Exhibitions and Fairs

Britain exhibits again at NY boat show

by **P. G. de Courcy-Ireland, Consul (Commercial), New York.**

THIRTEEN British firms participated in the second joint venture organized by the Ship and Boat Builders National Federation and the Board of Trade at the 57th National Boat Show, held in New York's Coliseum from January 11-22. It was feared that the current tightness of credit in the United States might affect public response to the show, but it again set records in the number of boat exhibits (626 compared with 620 last year); the number of dealer credentials issued (18,000); and the value of orders taken ($48.9 million at retail prices, against $46.6 million). The only record to remain unbroken was total attendance. However, this increased by 30,000 to reach 393,000, the highest since 1960.

The British Stand occupied 4,480 sq. ft. of space on the fourth floor, half as much again as last year. There were 20 boats on show, including two Butler racing dinghies; 10 cruising yachts, ranging from 16 to 30 feet, from Westerley, Hurley, Russell Marine, Westfield and Havencraft; Ian Proctor's IYRU – approved two-man keel boat, 'Tempest', which was the focus of so much interest on the British stand last year; and Granta folding canoes and Avon inflatable craft. Seven of the boats were being shown in the United States for the first time. Equipment on display included Proctor metal masts, Electra speed logs, Heath compasses, Henderson pumps and Henri-Lloyd foul weather gear, including a gold brocade suit which was featured on television. An information stand was manned by the Federation and featured a ½ scale model of 'Ghost Rider', the British-built (but American owned and designed) winner of the 1966 Miami-Nassau and Cowes-Torquay power boat races.

The British stand was the scene of a nautical 'happening' when Commander Whitehead of Schweppes (United States) formally declared our exhibit under full sail. He was ably supported by Michael Flanders and Donald Swann, who have been commenting on current affairs to packed houses 'At the Drop of Another Hat'. To their regret, it proved impossible to include a Northumbrian spokeshaver's coracle on the stand.

Sir Patrick Dean, the British Ambassador in Washington, visited the show on January 16, and found the exhibitors counting up numerous orders following a busy weekend. After touring the stand, he then visited the United States subsidiaries of Decca Radar, Kelvin & Hughes, Perkins and Brookes & Gatehouse. Decca introduced their new D101 pleasure boat radar to the American market at the show, and were particularly jubilant as their D202 radar had just won the National Marine Electronics Association's award for the 'best single piece of equipment based on performance and reliability'.

Last year, they were the first foreign company to win this award (also for the D202), and are the only manufacturer to win it two consecutive years. The D101 was extremely well received, and by the end of the show dealers had placed orders with a total retail value of $1,400,000. Perkins reported that the show was their 'best ever', with firm orders for $200,000 worth of engines; they now claim to have 90 per cent of the United States market for auxiliary diesels for sail boats.

Some people are superstitious about 13 (the number of British exhibitors) but this year it seems to have been a good omen for the SBBNF. Everyone reported keen interest in its products, and at the close of the show Mr. Tom Webb, the Federation's chief executive, announced that orders actually taken, or expected to be finalized shortly, amounted to $940,000 at retail prices, a very substantial increase on last year's figures.

The Federation deserve warm congratulations on their success, the hard-earned result of a carefully planned approach to the American market, which began in the middle of 1964. A preliminary market survey was made at the 1965 National Boat Show, when the Federation had an Information Stand. This was followed by an export mission in October 1965, a full-scale joint venture stand at the 1966 show, and another mission last October. This continuing effort has drawn the attention of boating enthusiasts throughout the country to the wide range of quality products offered by the British industry. The Federation is now planning to increase its efforts in the United States still further during the coming year, and we look forward to welcoming them back.

Inward missions for Furniture Show

TWO GROUPS of foreign buyers, one Belgian, one German, are to attend the Furniture Exhibition at Earls Court and visit various British manufacturers. The Belgian mission is connected with the Brussels British Week (to be held in October of this year) and is in Britain January 29-February 4. The German group will be here February 5-11. Both missions are being sponsored by the Furniture Manufacturers' Export Club and the British National Export Council, as was the very successful French furniture buying mission which took place this time last year in connection with the Lyons British Week.

British furniture, both medium-priced and more expensive grades, has been one of the notable successes of past British Weeks in cities such as Copenhagen, Amsterdam and Lyons. Europeans like our well-made reproduction styles – the French, for instance, go for Regency, the Germans prefer Jacobean – and our comfortable upholstered chairs and sofas.

Macy's to promote British goods

VISITING Britain this week to announce plans for a major store promotion to be organized by Macy's of New York, and sponsored by the Board of Trade were Mr. D. L. Yunich, president of Macy's New York, and Mr. J. A. Blum, senior vice-president. Macy's store in Herald Square, New York, is the largest in the world. It sells more goods under one roof than any other store, and is visited by over 150,000 people daily. Eleven other Macy stores in the New York area will also participate in this promotion of British goods. To be known as 'The Best of Britain', it will be held from November 6-23, 1968. Throughout this period full window displays will be devoted to Britain and many displays will continue through the busy Christmas season. Mr. Yunich remarked during a Press Conference that British goods are noted for their quality, unique design and competitive prices and that his store means to take advantage of a natural inclination to buy British. He mentioned the developing interest in soccer in the United States, which had been given a boost by the World Cup, saying that Macy's intended to become headquarters for equipment in the United States for this game.

Since other retailers throughout the United States watch with interest the proceedings at Macy's and 'The Best of Britain' project will be backed by a massive advertising campaign directed by Macy's themselves the promotion scheme should be of great benefit to British manufacturers. Mr. Yunich has offered an open invitation to industry in the United Kingdom to participate in this event: Macy's affairs in Britain are handled at 52/53 Conduit Street, London, W.1.

Menswear for Toronto BW

THE Clothing Export Council has got together the largest ever group of meanswear manufacturers for its Toronto sales drive in preparation for British Week next October. No less than 22 manufacturers fly out to Toronto today, February 3. The weekend will be spent visiting retailers and getting an up-to-date picture of market requirements. On February 6 the manufacturers will show their ranges to visiting buyers in individual studio rooms at the Westbury Hotel and the Principal Trade Commissioner will be host at a party at which the British visitors will be introduced to local retailers and the press.

The party is made up of Richard Atkinson & Co., Braemar Knitwear, Bonsoir, Burberrys, J. Comfort & Co., Cope Sportswear, Cecil Gee, S. Gore & Sons, F. W. Harmer & Co., Headrow Clothes, Hepton Group of Companies, John Langford & Co., Lee Cooper, James Linton & Co., Magee & Co., Maple Clothes, John Michael, Michelsons, B. Paradise, Rodex of London, Lew Rose, S. Simpson (Daks). Mr. Douglas Lewis, CEC's director, went out to Toronto ahead of the group to finalize arrangements with local retailers.

Sixteen of the companies will go from Toronto to New York on February 10 and spend a week showing their merchandise to American retailers at the Tuscany Hotel.

Preparing for British Week in Brussels

IN PREPARATION for the British Week in Brussels, a group of about ten hardware buyers were invited to the United Kingdom for the Hardware Trades Fair. The party, which arrived on January 30 for two days, consisted of buyers from some of the leading stores in Brussels, including Galeries Anspach, S.A. Priba-Prisunic-Uniprix. S. P. R. L. Maison L. Vanden Bemden and Ets. Vanderborght Freres.

This April the world population will be over 3·4 thousand million. In 1971 it will be over 3·7 thousand million.

Between this and the next International Dairy Engineering and Food Machinery Exhibition in 1971, the world population will rise by 300 million. A challenge indeed to the mass market dairy and food product manufacturers of the world.

This will be the only international exhibition of its kind held in Europe during 1967. You will see the latest international developments in processing, packaging, handling and distribution machinery for dairy products and foods. A visit is your unique chance to examine and compare in detail machinery from the world's leading manufacturers.

This is an opportunity you can't afford to miss – especially with the startling world population explosion figures in mind.

International Dairy Engineering & Food Machinery Exhibition

INTERNATIONAL DAIRY ENGINEERING & FOOD MACHINERY EXHIBITION

EARLS COURT, LONDON
April 3—April 7, 1967

Opening hours: 9.00 a.m.—6.00 p.m.

Sponsored by:
The Dairy Engineers Association and the Food Machinery Association.

Organised by:
The Trades' Markets and Exhibitions, Ltd., Commonwealth House, New Oxford Street, London, W.C.1., England.
Telephone: CHAncery 9011.
Cables: Indatfa London WC1. Telex: 262567.

British carpets' 'first' at British Trade Centre

A COLLECTION of carpets from British manufacturers has been shown for the first time in a group exhibit at the British Trade Centre, New York. The exhibit, timed to coincide with New York Home Furnishings Week, January 16-20, was organized under the Board of Trade's joint venture scheme by the Export Group of the Federation of British Carpet Manufacturers – a consortium of companies representing about 25 per cent of the woven carpet industry, all keen to take advantage of the current vogue here for English styles in furnishings and to gain a foothold in the expanding United States floor-covering market. More than $1,155 million worth of carpets were sold at wholesale in the United States in 1965 (the latest figures available), which is expected to increase by 35 per cent in 1970 and double in the next decade.)

Supporting the main event at the British Trade Centre were smaller exhibits arranged at the showrooms of the consortium's newly appointed United States agents, A. Leon Capel & Sons Inc., of Troy, North Carolina, in the so called 'Carpet Building' in New York and in the Merchandise Marts in Atlanta, Chicago in the next decade.

A year's preparation

The exhibit followed over a year's preparation starting in January 1966 with a probe of the United States market by four senior executives of British carpet manufacturers led by Mr. James A. Tait of A. F. Stoddard & Co. Ltd., Elderslie, Scotland. Sponsored by the British National Export Council and supported by the Board of Trade, the probe visited Chicago, New York, Atlanta, Dallas, Los Angeles and San Francisco, where the British Consulates-General had arranged for them to meet department store executives and buyers, interior designers, architects and home furnishings editors. A comprehensive report was then made to the Federation on the opportunities existing in the United States market for British carpets, with particular emphasis on Axminsters. A market consultant was engaged for more detailed research and, in November last year, the new agent for the consortium was appointed.

Eye-catching display

Most of the British carpets and samples of carpets displayed at the British Trade Centre were Axminsters, displaying a wide variety of colour and design; a few Wiltons and British made Rya rugs, also known as 'shaggies', were included. More than 250 samples laid out on 'waterfall' stands, together with a number of rugs, looked attractive in the modern decor of the Centre. Although specially selected for the United States market, the choice of patterns was deliberately wide, ranging from traditional Persians, floral scrolls and Turkish patterns to tartans, exotic oversized Paisleys in fashionable multi-tonal blues and greens, and modern designs with geometric and abstract motifs. The general impression was of rich colour and bold innovation in design. Orders for lengths of carpet in any of these patterns will at present be met direct from the home manufacturers but, in due course, the best-sellers are expected to emerge and these will then be stocked by the agent for immediate supply to the trade. Considerable emphasis has been laid on the collective aspect of this marketing operation, and all the carpets offered bear a specially designed 'British Woven Carpet' label based on the Union Jack.

Sir Patrick Dean's visit

About 40 members of the New York home furnishings press attended a special breakfast preview of the display at the British Trade Centre on January 13; comments were favourable and several articles have appeared in *Home Furnishings Daily* and other journals. The exhibit was formally opened to the trade on January 16, and Sir Patrick Dean, HM Ambassador to the United States, and Lady Dean attended the reception, the first of three held by the Export Group on succeeding evenings for buyers, trade decorators, etc. This was the first time the British Trade Centre had been used for a comprehensive exhibit from a single British industry and it proved a successful venue. Inquiries were received from trade visitors from all parts of the United States during the display and members of the consortium felt cautiously optimistic about the development of business in this market.

Participating firms

The British manufacturers were Bond Worth Ltd., The Chlidema Carpet Co. Ltd., A. F. Stoddard & Co. Ltd., Firth Carpets Ltd., Morris & Co. (Kidderminster) Ltd., William C. Gray & Sons Ltd., John Lyle & Co. Ltd., Henry Widnell & Stewart Ltd., and Woodward, Grosvenor & Co. Ltd. The leader of the group, which was sponsored by the BNEC and the Board of Trade, was Mr. Michael D. Aykroyd, managing director of Firth Carpets Ltd., Colonel Jack J. Carter (secretary) and Mr. Geoff H. Davidson (promotions officer) were also in New York with the group.

A good start

The Carpet Federation has thus got off to a good start in its efforts to penetrate the United States market. Of interest to other export-minded industries in Britain should be the formation of a consortium to tackle the market, the use of the British Trade Centre, the employment of a consultant and the appointment of an agent acting for the whole consortium.

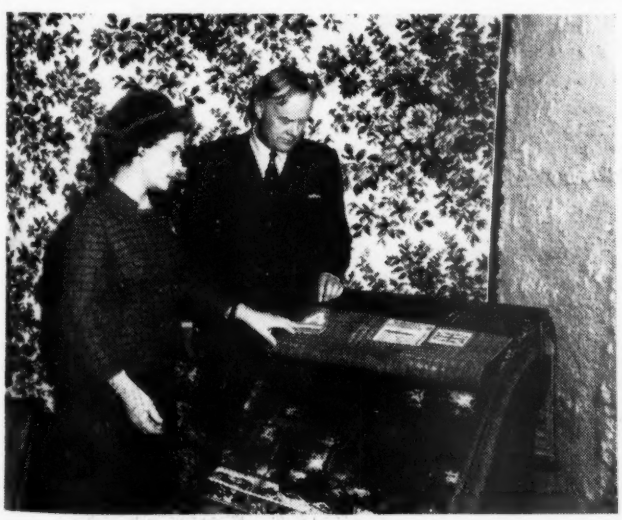
PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.



Left: HE Sir Patrick Dean, HM Ambassador to the United States, and Lady Dean inspecting one of the 'waterfall' stands at the exhibition of British carpets in the British Trade Centre, New York. More than 250 samples were laid out on these stands which, with the displays of rugs, looked very attractive in the Centre's modern setting. Right: Sir Patrick and Lady Dean are seen with Mr. J B. Windsor and Mr. J. B. Stevenson of B. Windsor & Sons, Ltd. Interest in the display was shown by trade visitors from all over the United States, and the Carpet Federation is cautiously optimistic about its efforts to penetrate the United States market.

The Lighting Exhibition 1967

The 1967 Lighting Exhibition will be the largest of its kind ever held in the United Kingdom — over twice the size of the Lighting Exhibition held in 1965.

Covering all types of lamps and lighting fittings, the Lighting Exhibition provides an outstanding chance for visitors to see and assess the latest developments from all over the world.

The Lighting Exhibition—entirely separate and self-contained—will be held in conjunction with the London International Engineering and Marine Exhibition.

Earls Court, London
25th April–4th May 1967

Opening hours: 10 a.m.—6 p.m. daily (closed Sunday, April 30)
Sponsored by the Electric Light Fittings Association, Ltd.
Organised by F. W. Bridges & Sons, Ltd.,
Commonwealth House, New Oxford Street, London, W.C.1.
Tel: CHAncery 9011. Cables: Indatfa London WC1. Telex: 262567.

'The London Look' for children in New York

ENCOURAGED by the success of the first British children's wear selling mission to New York in January, 1966, the National Children's Wear Association this year brought to New York, under the Board of Trade joint venture scheme, an enlarged and more representative group of manufacturers. They showed their fall and winter collections at the Sheraton Atlantic Hotel from January 5-17. This display was organized to coincide with the New York children's wear market for domestic spring and summer lines and for imported fall and winter merchandise, which attracts large numbers of children's wear buyers from all over the United States and from parts of Canada. The expedition – a very successful one – was led by Mr. H. J. Jones, president, and Mr. J. Law, director, of the National Children's Wear Association.

Dresses, coats, trouser suits, anoraks and knitwear for infants and toddlers up to teen sizes were shown by the following firms: Chilprufe, Judy Fashions (Division of English Sewing Ltd.), Franses Fils & Hassid, F. C. Goode & Co., Harringtons (London), F. Heller & Co., Kamella, David Rome, G. Sydney & Sons, Viyella International, Wagner & Co., and B. Windsor & Sons. Styles ranged from traditional English tailored tweed coat and legging sets to 'with it' dresses and included anoraks (or parkas, as they are known in the United States) in brilliant printed cotton fabrics, A-line 'popovers' for the well-dressed two-year-old and the ever popular navy and white brother and sister knitted sailor suits.

Over 5,000 invitations were sent in advance from London to children's wear buyers for stores throughout the United States and Canada, each bearing a first-day cover stamp designed by two children, winners of the nation-wide competition for Christmas stamps.

The joint showings opened with the press preview in the attractively designed 'boutique' area in which a representative collection of garments from all the participating houses was shown. Three professional child models showed coats, dresses and knitwear selected from the various collections. During the 13-day display the group was visited by HM Ambassador, Sir Patrick Dean and Lady Dean, and by HM Consul-General in New York, Mr. A. G. R. Rouse, and Mrs. Rouse.

A reception for members of the mission to which childrenswear agents and other friends in the trade were invited was given at the British Trade Centre by the Commercial Department of the British Consulate-General, New York.

Most of the firms which took part in the previous show last year reported a gratifying increase in the volume or orders (in some cases quadrupled) booked this year; and those participating for the first time considered that the visit was invaluable in providing them with first-hand experience of the United States market.

With a second successful foray into the United States market behind them, the NCWA are now considering organizing a mission to the January, 1968, New York childrenswear market. They are to be congratulated on their persistence. Their members have concentrated on adapting their lines and their presentation to the tastes of the market and, above all, on delivering what was ordered last year. Thus a number of satisfied buyers have returned to place much more substantial orders.

EXPO 67

A LUNCHEON was held in London on January 26 to publicize the facilities available at EXPO 67 in Montreal for the promotion of Anglo-Canadian trade. A report appears on page 265.

13th International Hardware Trade Fair

THE 13th International Hardware Trades Fair was opened by Mrs. Maudling, wife of Mr. Reginald Maudling, on January 30 in the Grand Hall, Olympia. With 490 exhibitors from both the United Kingdom and overseas the 1967 Fair is the most comprehensive yet held with over 30,000 products on show, presenting a vast range of equipment to meet the requirements of the building and allied industries, of agriculture, of craftsmanship, of the handyman and not least, the housewife.

The 1966 Fair was attended by more than 30,000 trade visitors from 68 countries and it is confidently expected that these records will be broken at the 13th International Hardware Trades Fair which closes today.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

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Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

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,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Air Cargo Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
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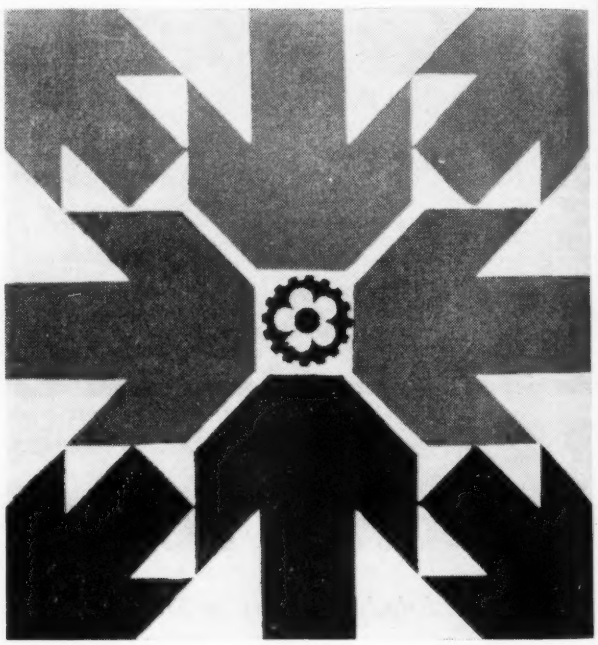

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Direction of the International Plovdiv Fair Plovdiv — Bulgaria

Cables: Panaira Plovdiv

and Bulgarian Chamber of Commerce — section International Fair Sofia, 11a Al. Stambolisky Blvd.

Bulgarian Trade Representation — London
Bulgarian Trade Department, 104 Lancaster Gate, W.2

Send your application as soon as possible

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on November 4 1966)

The next full supplement will be published on March 3.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE—SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE—1967

AMENDMENTS:

Utrecht: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 19-26, 1967.
This exhibition will take place from April 19-26, 1967, and not as previously published.
(Mr. T. E. Kerfoot, Ext. 3071).

Paris: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – May 16-25, 1967.
The Board of Trade have been informed that this event will now take place from May 16-25 and not May 13-25 as previously published.
(Mr. R. J. Ager, Ext. 2783).

Brussels: DISPLAY BY THE BRITISH FURNITURE MANUFACTURERS' FEDERATED ASSOCIATIONS – May 18-21, 1967.
This display will now take place from May 18-21, 1967, and not May 17-19, 1967, as previously published.
(Mr. T. E. Kerfoot, Ext. 3071).

Düsseldorf: INTERNATIONAL PAPER AND PRINTING EXHIBITION (DRUPA) – May 26-June 8, 1967.
This entry should be amended to read:
A probable joint venture with the British Printing Machinery Association.
(Mr. R. M. D. Ure, Ext. 2436).

Hameln, W. Germany: MINOR BRITISH WEEK – June 18-25, 1967.
Plans are now well advanced for this self-generated Minor British Week. Hameln is a market town of about 50,000 people and serves as a centre for quite a large agricultural area. It also has a British garrison of about 3,500 soldiers and dependants.
Over 200 shops have expressed an interest to participate in the Week, including three food supermarkets. A programme of supporting events is being arranged, including an agricultural display, a motor show, and exhibitions of textiles, porcelain and silverware.
The Board of Trade will be supplying display material and assisting in other ways.
Manufacturers wishing to seek or expand outlets in Hameln should contact Mr. R. Geoffrey-Robinshaw, British Consulate-General, 2000 Hamburg 13, Harvestehuderweg 8a, W. Germany.
(G. F. Snell, Ext. 2764).

Bad Godesberg, W. Germany: MINOR BRITISH WEEK – July 1-8, 1967.
Please note change of date; the Week has been put back from May 27-June 4, 1967, to allow for a greater programme of supporting events.

ADDITIONS:

St. Moritz: GHEZZI, STORE PROMOTION – February 13-27, 1967.
A promotion of high-class British jewellery in a leading Swiss jewellery store.
(Mr. A. E. H. Sammons, Ext. 2797).

Berne: CIOLINA, STORE PROMOTION – February 21-28, 1967.
This promotion will feature the latest British 'pop' fashions.
(Mr. A. E. H. Sammons, Ext. 2797).

Stockholm: NORRMALMS LIVSMEDAL AB – April 1967.
This promotion, which was cancelled last November, will now take place, as originally planned, in April. It will feature a wide range of British footstuffs.
(Mr. A. E. H. Sammons, Ext. 2797).

Oldenburg, W. Germany: HORTENS GmbH STORE PROMOTION – April 1-9, 1967.
This is a similar promotion to that mounted by Hortens in Viersen last autumn and will cover several British lines over a wide range of consumer goods.
Manufacturers wishing to contact Hortens should make their approach through Mr. C. G. Hart, British Consulate-General, 2000 Hamburg 13, Harvestehuderweg 8a, W. Germany.
(G. F. Snell, Ext. 2764).

Wiesbaden: INTERNATIONAL PETS TRADE FAIR – May 17-19, 1968.
A probable joint venture with the Pet Trade Association Ltd. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY (EUROSHOP) – May 18-22, 1968.
A possible joint venture with the National Display Equipment Association.
(Mr. R. M. D. Ure, Ext. 2436).

Utrecht: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION (VICTAM 1967) – May 23-27, 1967.
A joint venture with the British Agricultural Export Council. Firms interested should contact the Council.
(Mr. T. E. Kerfoot, Ext. 3071).

Hamburg: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August 18-27, 1967.
A possible joint venture with the Hardware Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. R. M. D. Ure, Ext. 2436).

Amsterdam: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September 1967.
A possible joint venture with the Federation of British Audio. Firms interested should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071).

Dieppe: 3RD FRANCO/BRITISH BIENNALE FAIR – September 9-17, 1967.
A joint venture with the Federation of Sussex Industries. Firms interested in participation should contact the Federation.
(Miss F. King, Ext. 2782).

Paris: AU PRINTEMPS MAJOR STORE PROMOTION – September/October 1967.
Preliminary information has been received that Au Printemps intend mounting a large-scale British promotion in the autumn in their Paris store and at least 15 provincial branches. The

emphasis will be on men's and women's clothing, food, and a wide range of British furniture.
Manufacturers wishing to offer their products should contact: Le Directeur Commercial, SAPAC, 102 rue de Provence, Paris 9e.
(G. F. Snell, Ext. 2764).

Padua: MECHANICAL HANDLING AND STORAGE EXHIBITION – October 5-10, 1967.
Trade Information Stand manned by the Mechanical Handling Engineers' Association.
(Miss F. King, Ext. 2782).

Milan: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS ('FLUID 67'). – October 10-15, 1967.
Possible joint venture with the Association of Hydraulic Equipment Manufacturers. Interested firms should contact the Association.
(Miss F. King, Ext. 2782).

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – November 14-18, 1967.
Possible joint ventures with appropriate trade associations. Firms interested should contact their association.
(Miss F. King, Ext. 2782).

EASTERN EUROPE — 1967

AMENDMENT:

Zagreb: SPRING FAIR.
After entry for Medical Exhibition insert the following: Transport and Communications Exhibition – April 15-23, 1967.
A joint venture with the British Marine Equipment Council.
(Mr. J. Gallacher, Ext. 3558).

U.S.A. — 1967

DELETE:

New York: INTERNATIONAL PHOTOGRAPHY AND TRAVEL FAIR – April 5-9, 1967.

The following stores will not now be holding British promotions in 1967:

J. W. Robinson, Los Angeles
Bullocks, Los Angeles

ADDITIONS:

New York: BRITISH MENSWEAR DISPLAY – February 13-17, 1967.
A joint venture with the Clothing Export Council (16 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: WOMEN'S FASHIONS DISPLAY – May/June 1967.
A probable joint venture with the Clothing Export Council (6 firms). Firms interested in participation should contact the Council.
(Mr. A. F. Fenton, Ext. 2786).

Seattle: 62ND GENERAL CONVENTION OF THE PROTESTANT EPISCOPAL CHURCH – September 17-27, 1967.
A possible joint venture with the National Association of Church Furnishers. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786).

Chattanooga: MILLER BROS. – Autumn 1967.
This promotion will feature consumer goods from Britain. The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. MAYfair 9806).
(Mr. R. A. Hillier, Ext. 2177).

Cincinnati: SHILLITO'S – October 10-22, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is Associated Merchandising Corporation, 62/64 Brooke Street, London, W.1.
(Tel. MAYfair 5226).
(Mr. R. A. Hillier, Ext. 2177).

Lexington: MEYER'S RIDING APPAREL AND SPORTSWEAR – October 28-November 3.
This promotion will feature consumer goods from Britain. The London Buying House representing this store is Baker Warburg, Division of Gus International, Glen House, 200 Tottenham Court Road, London, W.1. (Tel. (01) 636-9192).
(Mr. R. A. Hillier, Ext. 2177).

AFRICA — 1967

ADDITIONS:

Tanzania: BOOK EXHIBITION – January 28-February 4, 1967.
Book display with the Book Development Council.
(Mrs. J. E. Haylett, Ext. 2780).

Kenya: BOOK EXHIBITION – February 18-25, 1967.
Book display with the Book Development Council.
(Mrs. J. E. Haylett, Ext. 2780).

Uganda: BOOK EXHIBITION – March 11-18, 1967.
Book display with the Book Development Council.
(Mrs. J. E. Haylett, Ext. 2780).

ASIA — 1967

DELETE:

Tokyo: INTERNATIONAL EXHIBITION OF PORT EQUIPMENT – May 8-14, 1967.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwarbé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Windsor House, Temple Row, Birmingham, 2. (Central 7234/7 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Benelux, Malta	Ext. 3071
Italy, Austria, Switzerland	Ext. 2782
France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2496
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

HM the King of Thailand visited e.s. 'Cable Enterprise' at the Asian International Trade Fair. Left to right are Mr. John Eades, Regional Manager, Cable & Wireless Limited, Captain H. Reynolds, Master of 'Cable Enterprise', HM King Bhumiphol Adulyadej, and Sir Anthony Rumbold, British Ambassador.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1967

PARIS: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION.
The Board of Trade have been informed that this event will now take place from May 16-25.

BERLIN: HOSPITAL EQUIPMENT EXHIBITION (FAB).
The Board of Trade have been informed that this event will now take place from May 30-June 2, and not on the dates shown in previous issues of the *Board of Trade Journal*.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION.
The Board of Trade have been informed that this event will now take place from May 30-June 3, and not on the dates shown in previous issues of the *Board of Trade Journal*.

BERLIN: FASHION WEEK.
The Board of Trade have been informed that this event will now take place from September 4-13, and not on the dates shown in previous issues of the *Board of Trade Journal*.

STOCKHOLM: ST. ERIK'S FAIR – September 13-24.
Delete the name of United Kingdom Agents and insert the following address of the organizers.
Direktor Ulfeld, St. Erik's Massan Storangsvagen 18, Stockholm.

BERLIN: GERMAN INDUSTRIES EXHIBITION.
The Board of Trade have been informed that this event will now take place from October 6-15, and not on the dates shown in previous issues of the *Board of Trade Journal*.

Additions – 1967

BILBAO: 2ND TECHNICAL FAIR OF THE ELECTRICAL INDUSTRY AND MECHANICAL HANDLING EQUIPMENT – March 3-12.
Apply, Feria Internacional De Bilbao, Tercio de Begona, 2, Apartado 468, Bilbao -13 (Spain).

LISBON: INTERNATIONAL EXHIBITION OF NAUTICAL, AERONAUTICAL AND CAMPING EQUIPMENT – March 10-19.
Apply, Feira Internacional De Lisboa, Praca Das Industrias, Lisboa, Portugal.

VIENNA: LADIES FASHION SHOW – April 9-12.
* Apply, Fachverband de Bekleidungsindustrie Osterreichs, Vienna 3, Schwarzenbergplatz 4.

GRAZ: SPRING FAIR – April 29-May 7.
* Apply, Dr. Kager, Graz Messeplatz Postfach 63, Graz, Austria.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – May 6-21.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

ROME: COMMUNITY LIFE EXHIBITION – May 9-14.
Apply, Secretariat General, Via Vigliena 10, Rome.

GIJON: FIRST INTERNATIONAL MINING AND GEOLOGICAL EQUIPMENT FAIR – May 15-23.
Apply, Camara Oficial de Comercio Y Navegacion C/del Instituto 17, Gijon (Spain).

UTRECHT: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION (VICTAM 1967) – May 23-27.
Apply, The Secretary, Mr. F. J. E. Verkuylen, Rozenkraanstraat 30, Venlo – Holland.

UMEA (SWEDEN): NOLIA '67 (INDUSTRIAL PRODUCTION, COMMUNAL AND REGIONAL SERVICES, TOURISM) – August 10-20.
Apply, Norrlanska Industrimassan AB Storgatan 30, UMEA.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOW – August 18-27.
† Apply, Planten un Blomen, Ausstellunspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 15-25.
* Apply, Fiera Campionaria Internazionale di Bolzano, C.P. 297 Bolzano.

INNSBRUCK: EXPORT AND SAMPLES FAIR – September 23-October 1.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

GRAZ: AUTUMN FAIR – September 30-October 8.
* Apply, Dr. Kagen, Graz Messeplatz Postfach 63, Graz, Austria.

AMSTERDAM: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September.
† Apply, R.A.I. Gebouw N.V., International Tentoonstellingscentrum, Europaplein 8, Amsterdam.

FLORENCE: SHOE AND LEATHER EXHIBITION – September.
* Apply, Secretary General, Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

MILAN: SALON FOR HYDRAULICS, PNEUMATICS AND LUBRICATING APPARATUS (FLUID '67) – October 10-15.
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

Amendments – 1968

HAMBURG: BOAT SHOW.
The Board of Trade have been informed that this event will take place from January 17-24.

BERLIN: INTERNATIONAL GREEN WEEK.
The Board of Trade have been informed that this event will take place from January 26-February 4.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION.
The Board of Trade have been informed that this event will take place from March 8-17.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM).
The Board of Trade have been informed that this event will take place from April 3-7, and not on the dates shown in previous issues of the *Board of Trade Journal*.

FRANKFURT: INTERNATIONAL FUR FAIR.
The Board of Trade have been informed that this event will take place from April 24-28.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION.
The Board of Trade have been informed that this event will now take place from June 5-9, and not on the dates shown in previous issues of the *Board of Trade Journal*.

FRANKFURT: INTERNATIONAL BOOK FAIR.
The Board of Trade have been informed that this event will take place from September 19-24.

BERLIN: GERMAN INDUSTRIES EXHIBITION.
The Board of Trade have been informed that this event will take place from September 27-October 6.

Additions – 1968

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August 16-25.
† Apply, Planten un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – November 1-10.
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1967

NEW YORK: NATIONAL HARDWARE SHOW.
The Board of Trade have been informed that this event will take place from October 9-12.

Additions – 1967

TOKYO: 6TH TOKYO BOAT SHOW – March 25-28.
Apply, Nippon Shutei Shinkokai (Boating Promotion Association), Ginhokaku Building, 2 Ginza 3-Chome, Chuo-Ku, Tokyo.

TORONTO: CANADIAN NATIONAL HOME SHOW – March 31-April 8.
Apply, Mr. Grant Smedor, General Manager, National Home Show, 1819 Yonge Street, Toronto, Ontario.

VANCOUVER: SPRING GIFT SHOW – April 3-5.
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

TORONTO: NATIONAL INTERIOR DESIGN SHOW – May 23-25.
Apply, Robert M. Gowdy, Show Manager, National Interior Design Show, 450, Alliance Avenue, Toronto 9, Ontario.

CALGARY: THE CALGARY EXHIBITION AND STAMPEDE SHOW – July 6-15.
Apply, I. W. Parson, General Manager, Box 1060, Calgary, Alberta.

REGINA, SASKATCHEWAN: INDUSTRIAL EXPOSITION AND MINERAL SYMPOSIUM (MAINLY POTASH, MINING, NATURAL GAS AND OIL INDUSTRIES) – August 27-September 2.
Apply, Government of Saskatchewan, Regina, Canada.

CAPE TOWN: HOTEL AND CATERING EXHIBITION – September 11-15.
Apply, S. A. Exhibition Organisers (PTY) Ltd., PO Box 3032, Cape Town.

TOKYO: CHEMICAL PLANT ENGINEERING EXHIBITION – September 25-30.
Apply, The Society of Chemical Engineers, Japan, Japan Management Association, Kyoritsu Building, 25 Shiba Park, Minato Ku. Tokyo.

MONTREAL: THE SHOE AND LEATHER FAIR – October 1-3.
Apply, Shoe Manufacturers Association of Canada, Executive Committee of Fair, 2081 rue Aylmer Street, Montreal, Quebec.

TORONTO: SUPERMARKET SHOW – October 10-12.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

Additions – 1968

TOKYO: INTERNATIONAL FAIR OF PLASTICS, "JAPANPLAS" 1968.
Apply, The Japan Society of Plastics Technology 8, 2-Chome, Giza Higashi, Chuo-Ku, Tokyo.

TEL AVIV: INTERNATIONAL TRADE FAIR – June 4-22.
Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 26 Kingsway, London, W.C.2. (Tel. Holborn 9696).

TOKYO: INTERNATIONAL PACKAGING EXHIBITION – September 4-10.
Apply, Japan Packaging Institute, Tokyo International Trade Centre, Harumi, Tokyo.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Additions – 1967

MANCHESTER: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – April 3-7. At Belle Vue.
Apply, British Cycle & Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry. (Tel. Coventry 27427).

LONDON: SCRAP AND WASTE EXHIBITION – July 17-21. At Olympia.
Apply, Industrial Presentation Ltd., 64 Pembroke Road, London, W.8. (Tel. Empress 0933).

LONDON: INTERNATIONAL CARAVAN EXHIBITION – November 8-18. At Earls Court.
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, E.C.4. (Tel. Fleet Street 6000).

Additions – 1968

LONDON: FOODPAK 68 INTERNATIONAL – October 15-18. At Alexandra Palace.
† Apply, BPS Exhibitions Ltd., 6 London Street, Paddington, London, W.2. (Tel. Paddington 6672).

Centres for European Trade: Germany's International Trade Fairs

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With frontiers increasingly becoming symbolic rather than acting as barriers to trade, businessmen and specialists congregate at the German Trade Fairs which serve as particularly suitable meeting places. There businessmen and experts in many fields view new products, plant and equipment. Never less than 25% of the exhibitors are foreign firms and in some cases the number exceeds 50%.

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For detailed information apply to:
German Embassy, Commercial Information Service, 6 Rutland Gate, London S. W. 7,
Tel.: KNI 1271
Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e.V., Engelbertstrasse 31a,
5 Cologne, Germany,
Tel.: 219091

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Italy and Poland

THE ITALIAN Ministry of Foreign Trade in a circular dated December 9, 1966 has announced that pending talks between Italy and Poland for the establishment of a commercial protocol for 1967 under the long-term agreement of February 25, 1965, the validity of the 1966 quota lists will be extended for a further six months, the amounts shown therein being reduced by one half. This applies also to the ceilings established for imports into Italy of chemicals from Poland under the general heading of 'other chemical products'.

Agricultural products imported into Italy will conform to the EEC agricultural levy regulations. A previous notice appeared in the *Board of Trade Journal* for March 18, 1966, page 623.

Inquiries should be addressed to Export Services Branch, (Tariff Section) Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450) quoting CRE 1902G.

Yugoslavia and Hungary

ACCORDING to Yugoslav press reports a trade protocol between Yugoslavia and Hungary covering trade exchanges in 1967 was signed in Belgrade on December 21, 1966.

The protocol envisages two-way trade amounting to some 82 million dollars.

Yugoslav exports to Hungary will include timber and wood products, raw materials for the chemical industry, metal manufactures, rolling stock, passenger cars and some agricultural products.

Hungarian exports to Yugoslavia will include ferrous-metal products, machinery and equipment, materials for the electrical equipment industry, medicaments and chemical products.

The text of the protocol has not yet been published, consequently no other details are available at present.

Yugoslavia and Albania

ACCORDING to Yugoslav press reports a trade protocol between Yugoslavia and Albania covering trade exchanges in 1967 was signed in Belgrade on December 28, 1966.

The protocol envisages an increase in trade of 26 per cent above the 1966 level.

Yugoslav exports to Albania will include iron, steel and aluminium products, ammonium nitrate, motor car tyres, ropes, agricultural tools, and various types of machinery.

Albanian exports to Yugoslavia will include chromium and copper ores, copper wire, bricks and tiles, wool, fruit, vegetables, pork and tinned fish.

The text of the protocol has not yet been published, consequently no other details are available at present.

Yugoslavia and Austria

FOLLOWING negotiations between representatives of the Yugoslav and Austrian governments, it was announced on October 1, 1966, that Austria would afford full GATT liberalization treatment to imports from Yugoslavia, and that Yugoslavia would take similar action in respect of imports from Austria.

Delays to parcels for Greece

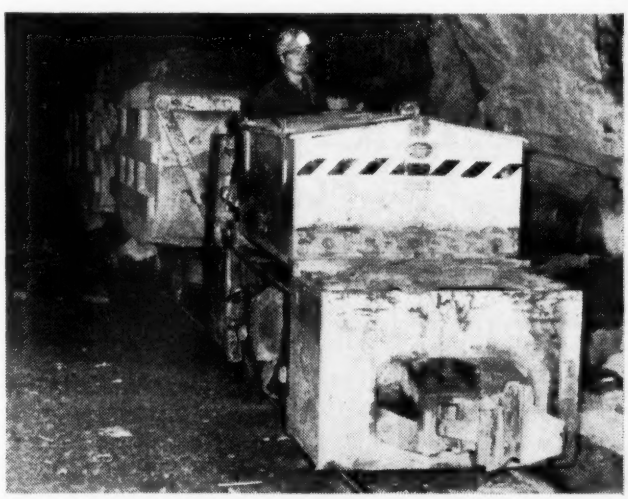
A POST OFFICE spokesman warned on January 27 that, for the time being, parcels sent to Greece are liable to delay in delivery of up to two months after arrival in that country. This is due to a change-over to new Customs procedures in Greece. Christmas and New Year parcels have not yet been cleared.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.



An order for 26 battery electric mines locomotives, worth about £100,000, has been placed by The International Nickel Co. of Canada Limited with Clayton Equipment Company Limited, Hatton, Derby, through their distributor Jarvis Clark Company Limited, of North Bay, Ontario. The locomotives are for the company's Thompson project in Northern Manitoba, which is over 400 miles north of Winnipeg. The mine commenced commercial production of nickel in 1961 and soon the first Clayton locomotives were in use. The picture shows a typical Clayton battery locomotive operating in a Canadian mine.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(17/67) **Cranes** for Administracion General de Puertos. (Further Information.) Closing date postponed to February 17. E.S.B. 678/67.

Agua y Energia Electrica:

(17/67) **Autotransformers.** April 10. E.S.B. 2808/67.

(17/67) **Electrical Equipment.** April 10. E.S.B. 2809/67.

(17/67) **Transmission Line.** April 10. E.S.B. 2807/67.

(17/67) **Consultancy Service** for Direccion General de Fabricaciones Militares. (Further Information.) Tender documents now available. E.S.B. 47794/66.*

(16/67) **Bridge Construction** for Direccion Nacional de Vialidad. (Further Information.) Closing date postponed to April 11. E.S.B. 39273/66.

(16/67) **Enlargement of Water Cooling System** for Yacimientos Petroliferos Fiscales. February 20. E.S.B. 2819/67.

AUSTRALIA

(20/67) **General Purpose Receivers** for Central Contract Board, Melbourne. (Further Information.) Closing date postponed to February 21. E.S.B. 48897/66.*

(20/67) **Wire** for Controller of Stores and Contracts. (Further Information.) E.S.B. 1920/67.*

Department of Supply:

(16/67) **Gas Laser.** March 21. E.S.B. 2714/67.*

(16/67) **Pressure Gauge Test Machine.** February 24. E.S.B. 2713/67.*

(20/67) **Airport Passenger Loading Bridges** for Director of Works, Commonwealth Centre. (Further Information.) Closing date postponed to February 28. E.S.B. 46891/66.*

(17/67) **Auto-Transformers** for Electricity Commission of New South Wales. April 3. E.S.B. 2818/67.*

(19/67) **Tunnelling Machine** for Melbourne and Metropolitan Board of Works. April 4. E.S.B. 3374/67.*

Postmaster-General's Department:

(16/67) **Steel Racks.** February 21. E.S.B. 2715/67.*

(17/67) **Lamps.** March 7. E.S.B. 2716/67.*

(21/67) **Receiver Sets.** March 9. E.S.B. 3373/67.*

State Electricity Commission of Western Australia:

(17/67) **Electrical Equipment.** February 23. E.S.B. 2817/67.*

(20/67) **Transformers.** March 9. E.S.B. 2810/67.*

(20/67) **Circuit Breakers and Transformers.** March 23. E.S.B. 2811/67.*

(20/67) **Engine Test Beds** for State Stores Board, Queensland. (Further Information.) Closing date postponed to February 24. E.S.B. 47992/66.*

BRAZIL

(20/67) **Strong Room Doors** for Caixa Economica Federal do Rio de Janeiro. February 20. E.S.B. 3301/67.*

BURMA

(17/67) **Street Lighting Lamps and Accessories** for Electricity Supply Board. March 6. E.S.B. 2751/67.*

Industrial Development Corporation:

(16/67) **Scrap Reels.** March 6. E.S.B. 2738/67.*

(17/67) **Cigarette Manufacturing Plant.** May 10. E.S.B. 2775/67.*

Myanma Export Import Corporation:

(16/67) **Pressure Lamps.** February 18. E.S.B. 2741/67.*

(17/67) **Bicycle Spares.** February 22. E.S.B. 2743/67.*

(17/67) **Bicycle Tyres and Tubes.** February 22. E.S.B. 2744/67.*

People's Oil Industry:

(16/67) **Steel.** February 28. E.S.B. 2753/67.*

(16/67) **Pipe.** February 28. E.S.B. 2757/67.*

(16/67) **Screws.** February 28. E.S.B. 2754/67.*

(16/67) **Electrodes.** March 31. E.S.B. 2760/67.*

(17/67) **Cap Expanding Machine and Spares.** March 31. E.S.B. 2749/67.*

(17/67) **Tools for Milling Machine.** March 25. E.S.B. 2759/67.*

(17/67) **Pipe Fittings.** February 28. E.S.B. 2756/67.*

(17/67) **Insulating Material.** February 28. E.S.B. 2755/67.*

(17/67) **Aroton 12 Gas.** March 31. E.S.B. 2802/67.*

(17/67) **Steel Plates.** February 28. E.S.B. 2758/67.*

(17/67) **Cable** for Posts and Telecommunications Stores. March 1. E.S.B. 2737/67.*

Public Works Corporation:

(17/67) **Garage Equipment.** February 24. E.S.B. 2776/67.*

(17/67) **Workshop and Garage Tools.** February 24. E.S.B. 2777/67.*

(16/67) **Extractor Fans** for Steel Mill, Ywama. February 15. E.S.B. 2739/67.*

Union of Burma Railway Board:

(20/67) **Electrodes and Welding Rods.** February 28. Tender documents now available. E.S.B. 3536/67.*

(20/67) **Permanent Way Equipment.** February 20. E.S.B. 3534/67.*

(21/67) **Bolts; Hinges.** March 6. E.S.B. 3390/67.*

CANADA

(20/67) **Transmission Towers** for B.C. Hydro and Power Authority. February 28. E.S.B. 2781/67.

CEYLON

(21/67) **Air Compressors** for Colombo Port Commission. March 14. E.S.B. 3517/67.

(21/67) **Air Conditioning Plants** for Department of Government Electrical Undertakings. March 19. E.S.B. 3518/67.

(17/67) **Outboard Motors** for Public Works Department. (Further Information.) Tender documents now available. E.S.B. 1931/67.*

(20/67) **Glazed Wall Tiles** for State Engineering Corporation of Ceylon. February 15. E.S.B. 3541/67.

COLOMBIA

(17/67) **Construction Project** for Instituto Colombiano de la Reforma Agraria. April 5. E.S.B. 2724/67.

(19/67) **Centrifugal Pumps** for Institute de Fomento Municipal. February 24. E.S.B. 2780/67.*

ETHIOPIA

(16/67) **Sanitary Equipment** for Municipality of Addis Ababa. February 15. E.S.B. 2723/67.*

FORMOSA

Central Trust of China:

(16/67) **Window Guards.** February 17. E.S.B. 2720/67.*

(16/67) **Tyres.** February 20. E.S.B. 2485/67.*

(16/67) **Boiler Plate and Tube.** February 15. E.S.B. 2478/67.*

(16/67) **Diuron.** February 15. E.S.B. 2479/67.*

(16/67) **Cigarette Paper.** February 17. E.S.B. 2719/67.*

(20/67) **Laboratory Equipment.** February 22. E.S.B. 3501/67.*

(20/67) **Ball and Roller Bearings.** February 23. E.S.B. 3502/67.*

(20/67) **Fuel Measuring Equipment.** February 22. E.S.B. 3503/67.*

GERMANY, FEDERAL REPUBLIC OF

(20/67) **Stone Building Materials** for Wasser-und Schiffahrtsdirektion. February 16. E.S.B. 3312/67.

GREECE

Hellenic State Railways:

(19/67) **Track Laying Equipment.** February 17. E.S.B. 2869/67.*

(19/67) **Antifriction Metal.** February 21. E.S.B. 2870/67.*

(19/67) **Wheel Flange Lubricators.** February 17. E.S.B. 2872/67.*

Institute of Social Insurance:

(20/67) **Dental Burs.** February 16. E.S.B. 3363/67.*

(20/67) **X-Ray Diagnostic Units.** February 28. E.S.B. 3365/67.*

Seen leaving the Brentford works en route for the Brussels, Amsterdam and Geneva Motor Shows which take place during the first three months of this year, is Trico-Folberth Limited's specially equipped touring van which will transport their entire exhibition stand to these shows. Trico's own personnel travel with the van to erect, service and dismantle the stand at each show. This overseas exhibition programme is part of Trico's export policy which has resulted in export business accounting for almost 50 per cent of the company's screen-wiper production.

(20/67) **Film Developing Units.** February 21. E.S.B. 3364/67.*

(19/67) **Aerial Spraying** for Ministry of Commerce. February 22. E.S.B. 2868/67.*

Public Power Corporation:

(19/67) **Electricity Meters.** (Further Information.) Closing date brought forward to March 3. E.S.B. 2438/67.

(20/67) **Fuse Holders and Cartridges.** February 25. E.S.B. 3309/67.

(20/67) **Pumps.** February 21. E.S.B. 3306/67.

HONG KONG

(21/67) **Circuit Breakers** for Colonial Secretariat. March 10. E.S.B. 3521/67.*

INDIA

Atomic Energy Establishment:

(19/67) **Cathode Ray Oscillograph.** (Further Information.) Tender documents now available. E.S.B. 2914/67.*

(20/67) **Inconnel Alloy Filler Metal.** (Further Information.) Tender documents now available. E.S.B. 2191/67.*

(20/67) **Electric Oven.** (Further Information.) Tender documents now available. E.S.B. 2193/67.*

(20/67) **Industrial Vacuum Cleaner.** (Further Information.) Tender documents now available. E.S.B. 2195/67.*

Beas Purchase Organization:

(19/67) **Hydraulic Ripper Attachment.** April 5. E.S.B. 2873/67.

(19/67) **Hydraulic Transmission.** April 5. E.S.B. 2874/67.

(19/67) **Drill Rods.** March 22. E.S.B. 2875/67.

Director-General of Supplies and Disposals:

(16/67) **Grinding Machine.** March 2. E.S.B. 2747/67.*

(17/67) **Machine Tools.** March 7. E.S.B. 2745/67.*

(17/67) **Mobile Workshop.** February 21. E.S.B. 2746/67.*

(19/67) **Hydraulic Capsules.** (Further Information.) Tender documents now available from India Supply Mission. E.S.B. 2147/67.*

(18/67) **Crankshaft Grinding Machine** for Government of Andhra Pradesh. February 25. E.S.B. 3305/67.

(19/67) **Construction of Dam** for Government of Gujarat State Public Works Department. February 27. E.S.B. 3350/67.

(17/67) **Transmission Line Equipment** for Hydro Electric Construction Projects. April 11. E.S.B. 2788/67.

†**The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s.*

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

(17/67) Magnesium Alloy for India Supply Mission. February 16. E.S.B. 2814/67.
(19/67) Construction of Earth Dam for Jayakwadi Project – Construction Division. March 14. E.S.B. 3349/67.
Madras State Electricity Board:
(17/67) Ring Main Gears. March 13. E.S.B. 2813/67.
(18/67) Electrical Equipment. March 27. E.S.B. 2812/67.
Maharashtra State Electricity Board:
(19/67) Polyphase Meters. February 20. E.S.B. 3323/67.
(20/67) Insulator Hardware. February 15. E.S.B. 3322/67.
(20/67) Disc Insulators. February 22. E.S.B. 3321/67.
Mining and Allied Machinery Corporation Ltd.:
(20/67) Measuring Instruments. February 15. E.S.B. 3351/67.
(21/67) Milling Cutters. March 13. E.S.B. 3353/67.
(21/67) Taps and Dies. March 6. E.S.B. 3355/67.
(21/67) Machine Accessories. March 9. E.S.B. 3358/67.
(21/67) Saws, Metal Cutting. March 7. E.S.B. 3357/67.
(21/67) Tools, Gear Cutting. February 28. E.S.B. 3354/67.
(21/67) Tools, Fitters. February 22. E.S.B. 3361/67.
(21/67) Die Heads and Chasers. February 18. E.S.B. 3352/67.
(17/67) Steel Plates for Ministry of Railway. February 23. E.S.B. 2748/67.

IRAN

(18/67) Cardboard for Iranian Tobacco Monopoly. March 16. E.S.B. 2829/67.
The Rey Cement Co.:
(18/67) Sand. Closing date not stated. E.S.B. 2816/67.*
(18/67) Transformer. Closing date not stated. E.S.B. 2815/67.*

IRAQ

(19/67) Construction of Bank Building for Central Bank of Iraq. (Further Information.) Tender documents now available. E.S.B. 1589/67.*
(19/67) Alternator Set for Directorate General of Projects. April 4. E.S.B. 3330/67.
(19/67) Tinplate for Government Oil Refineries Administration. (Further Information.) Tender documents now available. E.S.B. 2418/67.*
Iraqi Ports Administration:
(19/67) Nuts and Washers. February 16. E.S.B. 3326/67.
(19/67) Electric Ceiling Fans. February 16. E.S.B. 3327/67.
(18/67) Construction of Factories for Ministry of Communications. April 5. E.S.B. 3320/67.
Ministry of Municipalities and Works:
(16/67) Construction of Water Supply Scheme. May 23. E.S.B. 2838/67.
(18/67) Construction of Water Supply Scheme. May 16. E.S.B. 3319/67.
(19/67) Construction of Water Supply System. May 2. E.S.B. 3333/67.
(19/67) Construction of Water Supply System. April 18. E.S.B. 3334/67.
(19/67) Construction of Water Supply System. April 18. E.S.B. 3331/67.
(19/67) Construction of Water Supply System. May 2. E.S.B. 3332/67.
(21/67) Lathe for National Electricity Administration. February 25. E.S.B. 3560/67.
Posts, Telegraphs and Telephones Administration:
(19/67) Telephone Cables Outside Plant. February 23. E.S.B. 3328/67.
(19/67) Telephone Cable Outside Plant. April 10. E.S.B. 3329/67.
(20/67) Radio Equipment. (Further Information.) Tender documents now available. E.S.B. 1862/67.*

JORDAN

Jordan Petroleum Refinery Co.:
(17/67) Steel. (Further Information.) February 14. E.S.B. 1878/67.
(20/67) Bulk Transport Vehicles. March 1. E.S.B. 3346/67.*

KOREA, REPUBLIC OF

(17/67) Textile Machinery for Office of Supply. February 15. E.S.B. 2820/67.*

KUWAIT

(20/67) Sanitary Fittings for Kuwait Oil Co., Ltd. February 19. E.S.B. 3348/67.*
(20/67) Welding Machines for Ministry of Electricity and Water. February 21. E.S.B. 2876/67.*

LIBYA

(18/67) Clothes and Furniture for Ministry of Public Health. February 20. E.S.B. 49214/66.

(17/67) Construction of Water System for Ministry of Public Works. February 27. E.S.B. 2762/67.

MALAYSIA

(21/67) Construction of Reticulation System for Drainage and Irrigation Department. March 20. E.S.B. 3389/67.

MALTA

The Director of Contracts:
(18/67) Pumps; Generator. March 8. E.S.B. 2842/67.*
(18/67) Milk Clarifier. February 22. E.S.B. 2845/67.*
(18/67) Pharmaceuticals. February 22. E.S.B. 2844/67.*
(17/67) Glass Display Cases for The Treasury. February 22. E.S.B. 2843/67.*

The first British/Danish company formed in 1967, taking full advantage of the new EFTA trading terms, was inaugurated in the British Embassy in Copenhagen on January 12. The signing of the company documents was carried out in the offices of the Commercial Attaché in the British Embassy in Copenhagen, and the photograph shows Mr. E. C. Meldrum, chairman of the Kine Group of Companies (left) signing on behalf of the British interests: in the centre, Mr. C. Booth, Commercial Attaché to the British Embassy; and on the right Mr. G. Petersen, signing on behalf of the Danish interests. The new company, named Factio A/S, will be the EFTA sales office for the Multico woodworking machines manufactured by the Kine Engineering Company, Limited, of Salfords, Redhill, Surrey.

MOZAMBIQUE

(17/67) Rails for Ports, Railways and Transport Department. March 17. E.S.B. 2830/67.

NEW ZEALAND

(20/67) Fire Fighting Equipment for Auckland Metropolitan Fire Board. (Further Information.) E.S.B. 48811/66.*
Municipal Electricity Department:
(19/67) Cable. February 21. E.S.B. 2782/67.*
(19/67) Transformers. April 5. E.S.B. 2783/67.*

PAKISTAN

Directorate of Supply:
(20/67) Workshop Tools and Equipment; Storage Racks. March 31. E.S.B. 3304/67.*
(21/67) Photographic Supplies. March 1. E.S.B. 3360/67.*
(18/67) Railway Workshop Equipment for Pakistan Western Railway. March 4. E.S.B. 2894/67.

PARAGUAY

(21/67) Pharmaceuticals for Instituto de Provision Social. February 17. E.S.B. 3391/67.*

PHILIPPINES, REPUBLIC OF

(18/67) Construction of Road for Department of Public Works and Communications. April 14. E.S.B. 2839/67.*

PORTUGAL

(16/67) Radio Transmitters for Emissor Nacional de Radiofusao. February 22. E.S.B. 2732/67.

SAUDI ARABIA

Directorate General for Female Education:
(17/67) Office Furniture. February 23. E.S.B. 2828/67.
(17/67) Wooden Furniture. February 26. E.S.B. 2835/67.
(18/67) Vehicles. March 5. E.S.B. 2836/67.
(17/67) Pharmaceuticals for Ministry of Health. February 26. E.S.B. 2822/67.

SOUTH AFRICA

Cape Provincial Tender Board:
(20/67) Vehicles. February 17. E.S.B. 3383/67.*
(20/67) Vehicles. February 17. E.S.B. 3384/67.*
(20/67) Vehicles. February 24. E.S.B. 3385/67.*
State Tender Board:
(20/67) Salt Bath Furnace. February 24. E.S.B. 3315/67.*
(20/67) Veterinary Equipment. February 20. E.S.B. 3316/67.*
(20/67) Buses. March 14. E.S.B. 3317/67.*

SPAIN

(20/67) Construction of Road for Excemo Ayuntamiento. March 6. E.S.B. 3337/67.
(20/67) Construction of Water Supply Systems for Ministerio de Obras Publicas. February 22. E.S.B. 3338/67.

SYRIAN ARAB REPUBLIC

(21/67) Chemicals for United Arab Industrial Corporation (Nationalized). Closing date not known. E.S.B. 3531/67.

THAILAND

(20/67) Radio Tester for Department of Aviation. February 15. E.S.B. 3372/67.
(17/67) Construction and Improvement of Roads for Department of Highways (Further Information.) A limited number of tender documents now available. Local representation important. E.S.B. 2385/67.*
(17/67) Airplane Engine Spares for Directorate of Air Engineering. February 16. E.S.B. 2859/67.
(20/67) Pre-Fabricated Warehouses for Provincial Electricity Authority. February 15. E.S.B. 3369/67.*
(19/67) Telephone Cables for Telephone Organization of Thailand. February 27. E.S.B. 3379/67.

TURKEY

(20/67) Electrical Equipment for Iller Bankasi, Genel Mudurlugu. March 2. E.S.B. 3341/67.*
(20/67) Compressors for Milk Industry Corporation of Turkey. February 23. E.S.B. 3339/67.*

UNITED ARAB REPUBLIC (EGYPT)

(16/67) Railway Signalling Electrification for Egyptian Railways. Closing date further postponed to June 29. E.S.B. 16934/66.
(17/67) Welding Equipment for El Nasr Steel Pipes and Fittings Co. (Further Information.) Closing date postponed to February 27. E.S.B. 43767/66.

UNITED STATES OF AMERICA

(16/67) Transformer for Sacramento Municipal Utility District. March 2. E.S.B. 2711/67.*
(20/67) Foodstuffs for United Nations, New York. February 21. E.S.B. 3396/67.*

URUGUAY

(17/67) Iron Sheets; Electrodes for National Ports Administration. February 21. E.S.B. 2826/67.

YUGOSLAVIA

(18/67) Copper Mine Expansion for Rudnap-Export-Import. Closing date not known. E.S.B. 2789/67.*

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia
(20/67) Agency inquiry for amplifiers; transceivers; tuners. E.S.B. 4497/67.
(20/67) Agency inquiry for constructional hobbyists kits. E.S.B. 2549/67.
(16/67) Manufacture under licence in Britain – automotive exhaust braking system. E.S.B. 3089/66.
(17/67) Inquiry for dried flowers; nylon cloth and interlining. E.S.B. 20107/66.
(17/67) Inquiry for manganese liners. E.S.B. 23854/65.
(17/67) Inquiry for refrigerators. E.S.B. 3247/67.
(20/67) Inquiry for hardware and roll form products. E.S.B. 4390/67.

Austria
(17/67) Agency inquiry for drawing cabinets; photocopying equipment. E.S.B. 3494/67.
(18/67) Agency inquiry for knitwear; outerwear; underwear. E.S.B. 46945/66.

Barbados
(17/67) Agency inquiry for metal beds. E.S.B. 2977/67.
(19/67) Agency inquiry for cement block-making plant; hoists. E.S.B. 4304/67.
(20/67) Agency inquiry for greeting cards; greeting card stands. E.S.B. 4331/67.

Belgium
(19/67) Inquiry for air compressors; pneumatic tools. E.S.B. 3813/67.

Bolivia
(16/67) Inquiry for aircraft. E.S.B. 3234/67.
(18/67) Inquiry for mining equipment. E.S.B. 43267/66.

Brazil
(21/67) Inquiry for hearing aids; spectacle frames; stapling machines. E.S.B. 47900/66.

Canada
(17/67) Agency inquiry for automobile accessories. E.S.B. 3204/67.
(17/67) Agency inquiry for hats; jewellery; leatherware; scarves. E.S.B. 3209/67.
(20/67) Agency inquiry for photographic equipment and supplies. E.S.B. 4446/67.
(17/67) Inquiry for construction equipment; diesel engines. E.S.B. 3402/67.
(17/67) Inquiry for foodstuffs; supermarket goods. E.S.B. 3210/67.
(19/67) Inquiry for chemicals; concrete production machinery; electric motors; generators; metal working machinery; plastics working machinery; pulp and paper making machinery. E.S.B. 3925/67.
(19/67) Inquiry for foodstuffs. E.S.B. 4100/67.
(19/67) Hotel accommodation during the Universal and International Exhibition (EXPO '67), Montreal. E.S.B. 848/67.
(20/67) Inquiry for cotton, tweed and woollen fabrics. E.S.B. 16472/64.
(20/67) Inquiry for industrial chemicals. E.S.B. 1046/67.

Cyprus
(20/67) Inquiry for electric motors; vehicle components. E.S.B. 3871/67.

Finland
(17/67) Agency inquiry for industrial tapes. E.S.B. 3288/67.
(21/67) Agency inquiry for foundry pots. E.S.B. 4634/67.

France
(17/67) Agency inquiry for heating and plumbing hardware and equipment. E.S.B. 3206/67.
(17/67) Agency inquiry for toys. E.S.B. 3465/67.
(18/67) Agency inquiry for chemical industry mixing equipment. E.S.B. 3844/67.
(20/67) Agency inquiry for carpets; curtain material; knitted fabrics; upholstery material. E.S.B. 4436/67.
(17/67) Inquiry for waste knitted fabrics. E.S.B. 3208/67.

France/East Germany
(19/67) Trade and financial arrangements. C.R.E. 4033/G.

Germany, Federal Republic of
(17/67) Agency inquiry for electric and electronic measuring instruments; filling machines; sieves and mixers. E.S.B. 3293/67.
(19/67) Agency inquiry for machine tools and accessories. E.S.B. 4002/67.
(19/67) Agency inquiry for packaging and printed products. E.S.B. 4081/67.
(17/67) Inquiry for sanitary fittings. E.S.B. 2392/67.
(19/67) Inquiry for reproduction furniture. E.S.B. 4016/67.
(20/67) Inquiry for wigs and hair pieces. E.S.B. 4415/67.

Greece
(18/67) Agency inquiry for dental instruments and equipment. E.S.B. 3467/67.
(16/67) Inquiry for petrol engines. E.S.B. 47525/66.

Guatemala
(19/67) Inquiry for machinery for making polypropylene tape. E.S.B. 3246/67.

Hong Kong
(19/67) Agency inquiry for polyester film. E.S.B. 4019/67.

India
(17/67) Inquiry for ball bearings. E.S.B. 2925/67.

Iran
(19/67) Agency inquiry for supermarket goods. E.S.B. 21811/66.

Iraq
(19/67) Agency inquiry for cigarettes; razor blades; timber; tobacco. E.S.B. 4013/67.
(19/67) Agency inquiry for paint; sanitary ware. E.S.B. 4017/67.

Israel
(19/67) Agency inquiry for animal feed supplements; chemicals; plastic materials. E.S.B. 4033/67.
(19/67) Agency inquiry for garbage disposable units; generators; heaters; tools. E.S.B. 3977/67.
(19/67) Agency inquiry for insulating materials. E.S.B. 4362/67.
(19/67) Agency inquiry for paper tissues. E.S.B. 4015/67.
(20/67) Agency inquiry for rubber. E.S.B. 4364/67.
(17/67) Inquiry for foodstuffs; paper products. E.S.B. 3282/67.
(19/67) Inquiry for shoe polishing machines; vending machines. E.S.B. 3976/67.
(20/67) Inquiry for chemicals. E.S.B. 4482/67.
(21/67) Inquiry for boat fittings; trailers. E.S.B. 4466/67.

Italy
(17/67) Agency inquiry for footwear; rainwear; toys. E.S.B. 3200/67.
(17/67) Manufacture under licence – paints. E.S.B. 3205/67.
(18/67) Inquiry for glass. E.S.B. 37689/66.
(19/67) Inquiry for motor car accessories; motor car body parts; motor car upholstery. E.S.B. 4086/67.
(21/67) Inquiry for medical laboratory equipment. E.S.B. 4467/67.

Ivory Coast/Norway
(19/67) Trade Agreement. C.R.E. 17486/G.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Japan
(21/67) Inquiry for bicycle parts. E.S.B. 4672/67.

Kenya
(19/67) Agency inquiry for locomotives; rolling stock. E.S.B. 4091/67.

Lebanon
(17/67) (20/67) Inquiry for foundation garment materials and accessories. E.S.B. 1335/67.
(19/67) Inquiry for electrical equipment. E.S.B. 3051/67.

Libya
(19/67) Inquiry for cinema films. E.S.B. 43691/66.

Malaysia
(18/67) Inquiry in respect of language laboratories. E.S.B. 2584/67.

Malta
(17/67) Agency inquiry for agricultural hand tools; agricultural tractors; building industry machinery. E.S.B. 3436/67.

Mexico
(17/67) Agency inquiry for coffee processing equipment. E.S.B. 3092/67.
(19/67) Inquiry for air conditioning equipment; fractional motors; gauges; heating equipment. E.S.B. 47502/66.

Netherlands
(19/67) Agency inquiry for thermometers and accessories; thermostats. E.S.B. 3028/67.
(21/67) Agency inquiry for chemicals. E.S.B. 3910/67.

New Zealand
(17/67) Agency inquiry for scientific educational equipment. E.S.B. 3406/67.
(17/67) Inquiry for cotton sheeting; laundry and dry cleaning machinery and ancillary equipment. E.S.B. 3269/67.

Norway
(19/67) Inquiry for electrical equipment. E.S.B. 546/67.

Philippines, Republic of the
(21/67) Inquiry for foodstuffs. E.S.B. 4500/67.

Poland
(16/67) Foreign Trade Organizations. C.R.E. 3564/G.
(17/67) Inquiry for catalyst producing plant. E.S.B. 2657/67.

Singapore
(16/67) Agency inquiry for cotton prints; suiting. E.S.B. 1470/67.

South Africa
(17/67) Agency inquiry for air conditioning equipment; catering equipment; refrigeration equipment. E.S.B. 3103/67.
(17/67) Agency inquiry for steam solenoid valves. E.S.B. 3791/67.
(17/67) Manufacture under licence – industrial machinery. E.S.B. 3800/67.

Sudan
(16/67) Inquiry for motor vehicle spare parts. E.S.B. 2607/67.

Sweden
(18/67) Agency inquiry for polyethylene suction box covers. E.S.B. 3177/67.

Switzerland
(16/67) Agency inquiry for stamp albums. E.S.B. 3069/67.
(17/67) Agency inquiry for fabrics for outerwear. E.S.B. 3495/67.
(18/67) Agency inquiry for disposable hospital linen. E.S.B. 3954/67.
(19/67) Agency inquiry for denture making materials. E.S.B. 4363/67.
(17/67) Inquiry for polypropylene and polythene film. E.S.B. 48983/66.
(19/67) Inquiry for clothing. E.S.B. 4276/67.
(20/67) Inquiry for clothing. E.S.B. 4494/67.

Turkey
(20/67) Inquiry for wire making machinery and equipment. E.S.B. 49393/66.

United States of America
(17/67) Agency inquiry for electronic equipment. E.S.B. 3123/67.
(17/67) Inquiry for footwear. E.S.B. 3245/67.
(17/67) Inquiry for linotype metal. E.S.B. 3766/67.
(17/67) Inquiry for paper. E.S.B. 47216/66.
(18/67) Inquiry for confectionery. E.S.B. 12188/66.
(18/67) Manufacture under licence in Britain – gas fired heaters. E.S.B. 47848/66.
(19/67) Inquiry for household items. E.S.B. 3980/67.
(21/67) Inquiry for biscuits. E.S.B. 3832/67.
(21/67) Inquiry for electronic components. E.S.B. 3097/67.

Various Countries
(19/67) Visits by British overseas commercial representatives. E.S.B. 6865/66.
(19/67) United Nations Development Programme Special Fund.

Vietnam
(17/67) Agency inquiry for chemical products; electrical equipment; foodstuffs; glassware; hardware; motor vehicles; plant and machinery; television receivers; textiles and yarns; whisky. E.S.B. 3126/67.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

EMI television for New Zealand and Hong Kong

EMI Electronics have been awarded a contract for the supply of complete video equipment for the New Zealand Broadcasting Corporation's latest News Studio in Hamilton, North Island. Installation will be carried out by NZBC's own engineers and the studio will be operational by late 1967.

Another contract for EMI Electronics is for the supply of four telecine chains to Rediffusion Hong Kong, the contractors who supply the wired television service for the Colony. Delivery will commence June 1967.

60,000 handles for Russia

A member of the British Plastics Federation, Healey Mouldings Ltd. of Oldbury, Birmingham, has secured an important first order from Russia for 60,000 phenolic saucepan and frying-pan handles which could lead to sales running into millions. The Russian frying-pan makers are moving over to plastic handles from metal and this is one of the first orders of its kind to be won by a British firm.

Pipeline testing contracts

Contracts for the hydrostatic testing of two newly-laid pipelines in Germany have been placed with General Descaling Co. Ltd., of Worksop, Nottinghamshire.

The first is for the testing of a 68-mile long, 8¾in. diameter refined petroleum products line for NATO, whilst the second covers the testing of a 22½-mile long, 20in. diameter gas main from Unna, near Dortmund to Beckum.

Last year, General Descaling completed the testing of a large gas main at Kressbonn, in Southern Germany, and later pressurized an oxygen pipeline, nearly five miles long, at Europoort, Holland.

American order won by Landon Kingsway

Landon Kingsway Ltd. – a member of the Simms Group of Companies – have received an order for 550 model 'J' Kingsway Silent Automatic 'Wallflame' burners from Space Conditioning Inc. of Virginia, manufacturers of heating, ventilating and air conditioning equipment.

Mitchell Construction Co. (Zambia) Ltd. wins £400,000 contract

The Mitchell Construction Co. (Zambia) Ltd., a member of The Mitchell Construction Kinnear Moodie Group Limited, Peterborough, has been awarded a £400,000 contract to construct the first stage of the President's Secretariat for the Government of the Republic of Zambia in Lusaka. Work on the four-storey, 48,000 sq. ft. building began on January 6 and is scheduled for completion in 48 weeks.

The company is also constructing the £1½ million terminal building for the new international airport in Lusaka which will be opened by President Kaunda on April 14.

Rock crushing plant for Peru

Frederick Parker Ltd., Leicester, have supplied a mobile rock crushing and screening plant to Peru for use in the construction of the Caraz-Huaraz highway. The largest mobile crushing plant ever to be imported into Peru, it has a capacity of producing 120 tons per hour of road surfacing material and is valued at nearly $80,000.

132 kV sub-station order grows

The order for the world's first 132kV package sub-station being built at Blackwood, Monmouthshire, by South Wales Switchgear Limited, has been extended, increasing the value of the contract to £175,000. The package station has been ordered by The China Light and Power Company, Hong Kong, for installation at the Tsun Yip Lane Sub-station.

Industrial ventilation equipment under test at the Havant, Hampshire, factory of Colt Ventilation and Heating Ltd. This forms part of two contracts totalling £20,000 *placed by the Hong Kong Public Works Department for two new abattoirs.* 500 *louvred ventilators of the type shown will ventilate the area housing cattle pens.*

Metering equipment for Australia

Landis & Gyr Ltd., North Acton, have recently received an order valued at £58,000 from the Sydney County Council, through their subsidiary company in Australia.

The order covers polyphase metering equipment with the latest developments in magnetic suspension techniques, and is the largest order so far placed for such types of meters outside Australia.

£100,000 orders for aircraft support units

With export orders since September already worth more than £100,000, the aircraft equipment division of Auto Diesels Ltd. expects to beat all records in overseas sales this year. Latest contracts include an order from Czechoslovakia for ground power units worth £23,000 and also the supply of a number of 10 kVA, 2,400 cycle gpu's worth £24,000 for use with the Lightning aircraft on order from the British Aircraft Corporation for the Saudi Arabia and Kuwait air defence systems. In addition, Auto Diesels equipment has been ordered by Copenhagen and Amsterdam airport charter services.

Auto Diesels, a member of The Braby of Britain Group, now exports 60 per cent of its total production and in the period September-December export orders of aircraft starting and servicing equipment accounted for 80 per cent of the division's commercial sales.

Scientific instrument for Japan

Quickfit & Quartz Ltd., manufacturers of scientific instruments and interchangeable laboratory glassware, of Stone, Staffs., have sold their first major research instrument – a multi-membrane electrodecanter – in Japan.

The electrodecanter, designed to undertake hitherto very difficult protein separations, is destined for an old-established chemical and medical research institute in Tokyo. The sale followed a recent sales trip by Mr. J. L. Cook, a Quickfit export technical sales representative, who carried out extensive market research.

Large export order for Cidal Shower Soap

J. Bibby & Sons Limited of Liverpool report that a very substantial order for Cidal Shower Soap has been received from Holland. The order is for 10,000 individual tablets, which will be packed into 417 export cartons, timed to arrive for the Easter and Father's Day trade, at the request of the customer.

Orders have also been received from Holland, Belgium, Hong Kong, the Lebanon and many other countries.

Knitting mill for Ghana

E. T. Evans (Shippers) Ltd., a member of the George Wills & Sons (Holdings) Ltd. Group, have just completed a package deal whereby a complete knitting mill, including bleaching, dyeing and drying plant, to the value of £83,000 has been shipped to Glamour Garment Factory Ltd. in Ghana. All 10 firms involved in supplying the machinery etc. were British and the whole transaction from placing the orders to final shipment took six months. The factory is expected to start production in March/April.

Italian order for British twin disc

An order for 100 sets of steer and drive hub-reduction axles and torque converter power shift transmissions has been placed with British Twin Disc Ltd. of Strood, Kent, by the Italian manufacturing firm of Messrs. Vittorio Cantatore, Turin. These axles and transmissions, valued at £150,000 will be fitted to new models of tractor loading shovels scheduled for use in Italy and the Near East.

The principal directors of Messrs. Vittorio Cantatore, recently visited the works to begin negotiations for the supply of BTD axles and transmissions for their entire range of loading shovels, the result of which would be to push British Twin Disc's 1967 export programme beyond the £1 million mark.

£720,000 export order for TAC

As the result of an order received by Turners Asbestos Cement Co. Ltd. of Trafford Park, Manchester, a Turner & Newall company, EVERITE asbestos cement pressure pipes and fittings to the value of £720,000 are to be supplied to the State of Abu Dhabi on the Arabian Gulf. Deliveries will commence in January and completion is to be effected during October 1967.

Roof supports for mines in America

A. G. Wild & Co. Ltd. of Sheffield have received an order from the Barnes and Tucker Coal Company of Cambria County, Pennsylvania, for a full face installation of three-legged powered roof supports for medium seam mining, each support being capable of sustaining a load of 270 tons.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of January 20 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page viii of January 20 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Alkaline executives return from America

FOUR senior executives of Alkaline Batteries Ltd., Redditch, Worcestershire, have returned home after a 10-day tour of North America. The party, consisting of Dr. H. Campbell, general manager, Mr. M. O. Edwards, commercial manager, Mr. B. R. Patterson, company secretary, and Mr. R. H. Maughan, sales manager, divided their time between Canadian and American agents and customers. The company's sales of nickel-cadmium alkaline batteries to the American market increased from £4,000 in 1961 to £¼ million in the current year. Canadian sales have doubled in the past four years and reached a rate of £¼ million sterling per year.

Attending conference in Chicago

MR. B. HARRIS-MADDOX, sales manager, Ultrasonoscope Co. (London) Limited. Sudbourne Road, Brixton Hill, London, S.W.2, attended a conference at the Illinois Institute of Technology, Chicago, from January 30-February 2. He will be available for discussions on the question of appointing agents from February 3-10 while in New York.

Orders received in Middle East

MR. CHRIS BRADEN, Formica Limited's regional export manager, has returned from a successful six weeks selling tour in the Middle East with orders for approximately 140,000 sq. ft. of Formica laminate and contracts for a further 236,000 sq. ft. of laminate over the next 12 months. During his tour of the Lebanon, Jordan, Iraq and Iran, Mr. Braden managed to visit some 30 or 40 furniture manufactures in each country to introduce a range of new woodgrain laminates, specially designed for the Middle Eastern market. These proved extremely popular with the furniture manufacturers and a large percentage of the material ordered included designs from this range.

Reconnaissance to Sweden

MR. J. G. FRASER, marketing officer of the Rural Industries Bureau, who, together with Mr. I. D. Williams, technical officer, is visiting Sweden from January 24-February 9. They will undertake a market reconnaissance on behalf of 30 rural based firms which are interested in assessing the potential export market for products which include: agricultural and horticultural machinery, fibre glass boats, department store merchandise and industrial handling equipment. Inquiries will be made into the feasibility of exhibiting the products of these firms at the Elmia Fair at Jönköping in June. This, the first exercise of its kind undertaken by the Bureau, has been mounted with financial backing from the BNEC and from participating firms; and with the co-operation of the British Embassy in Stockholm, the consulates in Gothenburg and Malmo, and the British-Swedish Chamber of Commerce.

To appoint agents in South Africa

MR. S. J. BIRN, chairman of Joseph Steinfield & Co. Ltd., London, will be visiting Cape Town and Johannesburg in March. The firm are manufacturers and distributors of woven labels of every description and are currently expanding their production facilities in Leicestershire, of which the greater part is to be devoted to exports. Mr. Birn intends to appoint agents in Cape Town, Johannesburg, and possibly Durban.

Trans-American export drive

MR. J. W. S. MACCORMACK, representing Ian Heath Limited, Kingstanding, Birmingham, left London on January 30 to fly to Canada and the United States introducing 'Ianthe' products. He will meet important department store and wholesale buyers from Montreal to Vancouver and from San Francisco to New York, travelling more than 15,000 miles in two months. This is an important part of a serious drive to extend 'Ianthe' export business all over the world.

Toy selling tour

MR. DENNIS BRITAIN, the managing director of Britains Ltd. and past chairman of the British Toy Manufacturers' Association, is to attend the Sydney International Toy Fair on behalf of the BTMA from February 12-16. After the Sydney Toy Fair he will make calls on his company's own agents in Manilla, Hong Kong, Tokyo, San Francisco, New York and Toronto. Britains Ltd. are well known for quality models of toys of many kinds which they export to 52 countries.

Lindop Group chairman's South African tour

ON A MONTH'S export selling mission to South Africa is Colonel C. A. B. Lindop, chairman of the Lindop Group of Companies and of H. & J. Hill (Willenhall) Ltd., malleable iron-founders. Colonel Lindop, who is making his eighth business visit to South Africa, plans to meet company agents in Johannesburg, Durban and Cape Town. He hopes to increase present exports of malleable iron to South Africa and to investigate potential markets for plastics and other materials in which the Lindop Group has manufacturing interests.

Prospects in Sweden

MR. TOM BROOKE-SMITH, export director of Nickols Automatics Ltd., visiting Stockholm recently, said 'Britain can win a £1 million plus market in Sweden by selling equipment for converting manual machine tools to fully automatic.' He was there to mark the entry of his company into the Swedish market. The firm, a member of the Royston Group of Companies, has had considerable success with its products in overseas markets and has agents in France, Holland, Spain, South Africa and Australia

Marketing manager's world tour

MR. J. CLIST, director and marketing manager of Brintons Ltd., Kidderminster, has recently returned from a six-week round-the-world tour. Two weeks were spent in Scandinavia, introducing new colours in the very successful Scandinavian rug range, made specially for this area. This was followed by a two-week exploratory visit to the United States before Mr. Clist flew to Tokyo, where discussions were held with their Japanese distributors concerning the programme for 1967. He returned through Hong Kong, Singapore, Bangkok and Kuwait, visiting the company's customers in these areas.

Export chairman to visit South America

MR. J. F. M. BRAITHWAITE, who was elected chairman of the Export company of Baker Perkins Holdings Limited, last December is scheduled to visit clients in Buenos Aires, Rio de Janeiro and Sao Paulo between March 9 and April 8. Mr. Braithwaite has been a member of the Export company board for 14 years and has travelled extensively on the company's business in the main markets of the Export company, visiting all the companies in the group.

Overseas tours during 1967 by carpet executives

IN LINE WITH company policy that a director or executive will visit all overseas territories in which they operate at least once in every year, the following overseas tours have been planned for 1967 by John Crossley and Sons Ltd.

Viscount Garnock, joint marketing director, will visit Canada in February, May and October and the United States in February and May; he will be in Frankfurt from February 27 to March 3 and tour Scandinavia in September.

Mr. B. Nahon, Crossley's export sales manager will be in Paris from January 20-25, and be present on Crossley's stand at the Salon du Tapis, and in Frankfurt from February 27 to March 3, for the International Spring Fair, as will Mr. J. R. Hone, assistant export sales manager and Mr. N. J. Payne, a member of Crossley's export division. During 1967 Mr. Nahon will also visit Scandinavia in April, South Africa during the last two weeks in July and the Far East in October.

Mr. J. R. Hone's overseas tours in addition to Paris and Frankfurt, will include a trip to Cyprus, Malta and Libya in February; Italy and Switzerland around March 11 to 23, Germany from April 15 to May 6; the Middle East from September 7 to October 15 and will attend the Brussels Fair in December.

To promote military communications equipment

VISITING THE Middle East this month and next for the purpose of promoting military communications equipment are Mr. F. P. Nurdin and Mr. L. Zijdemans, sales director and area manager respectively of British Communications Corporation Ltd., Wembley, Middlesex. On their itinerary are Beirut, Damascus, Amman, Kuwait, Riyadh, Aden, Cairo and Karachi, though it is not intended that they should both visit all of these places.

Attended marketing seminar

TWENTY-SIX British representatives recently attended a marketing seminar at Columbia University. The week's programme was organized by the Graduate School of Business of Columbia University, in association with the British Institute of Management.

Poole in North American market

MR. ANTHONY JAMES, general sales manager, Poole Pottery Limited, has recently returned from a two-week visit to Eastern Canada and New York. He reports an encouraging interest in Poole Pottery's newer products - the Compact oven-to-tableware range, and the Delphis range of studioware. It is reported that already forward orders from Canada for early spring delivery exceed the total business done during the previous year.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Import of cattle from Northern Ireland

THE Minister for Agriculture and Fisheries in the Irish Republic has made an Order entitled the Warble Fly Order, 1967, under the Diseases of Animals Act, 1966, which prohibits the importation from Northern Ireland of any animal not accompanied by a prescribed certificate of treatment for warbles save under and in accordance with a licence granted by the Minister.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
59/66	On calculating the levies and the maximum amounts of refunds applicable to exports of certain dairy products to Member States, and repealing Regulation No. 149/64	1s. 6d. (1s. 9d.)
76/66	Amending the Italian text of Article 8 of the Council's Regulation No. 141/64 on the rules applying to processed products derived from rice and other cereals . .	8d. (11d.)
77/66	Laying down the amount of the intra-Community levies to apply, in the case covered by Article 30 (2) of Regulation No. 22, to slaughtered hens, chickens and turkeys .	8d. 11d.)
78/66	Laying down the amount of the intra-Community levies on poultry eggs in shell, live poultry not exceeding 185 grammes weight per head and slaughtered poultry, imported on and after July 1, 1966	1s. (1s. 3d.)

FINLAND

Liberalization of imports

THE FOLLOWING list comprises the commodities which the Finnish authorities have liberalized from quantitative import restrictions as from January 1, 1967:

Quota No.	Customs Tariff No.	Commodity
2		*Fish fillets: whale meat.*
	02.04.801	Whale meat.
	03.01.450/500	Flounder, cod, fresh or chilled.
	599/700	Other fish, fresh or chilled; flounder, cod, frozen.
	799	Other fish, frozen.
9		*Preparations of cereal products.*
	19.05/06	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products); communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products.
	19.07.200	Ships' biscuits, crumbs and rusks, not containing sugar, honey, eggs, fats, cheese or fruit.
	19.08.100/203	Biscuits, wafers, rusks, cakes and Danish pastry, whether or not containing cocoa in any proportion.
15		*Flours of meat and fish etc.*
	21.06.200	Natural yeasts, inactive.
	23.01	Flours and meals, of meat, offals, fish, crustaceans or molluscs, unfit for human consumption; greaves.
	23.05	Wine lees; argol.
	23.07.300	Fish solubles.
16		*Gypsum, lime and cement*
	25.20.100	Gypsum and anhydrite.
	25.22	Quicklime, slacked lime and hydraulic lime, other than calcium oxide and hydroxide.
	25.23	Portland cement, ciment fondu, slag cement, supersulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker.
23		*Toluene, xylene, methanol*
	29.01.520/530	Toluene, xylene.
	29.04.100	Methanol.
30		*Articles of leather, composition leather and furskin.*
	42.02.110/290	Travel goods (for example, trunks, suitcases, hat-boxes, travelling-bags, ruck-sacks), shopping-bags, handbags, satchels, brief cases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers; of leather or of composition leather.
	Ex 42.03.209/300 Ex 909 43.03	Articles of apparel and clothing accessories, of leather or of composition leather (excluding working gloves, boxing gloves, fencing gloves and other sports gloves, and belts) other than those used for protection against X-rays. Articles of furskin.
33		*Carpets*
	Ex 58.02	Other carpets, carpeting, rugs, mats and matting, and 'Kelem', 'Schumacks' and 'Karamanie' rugs and the like (made up or not); excluding carpets, carpeting, mats and matting, the surface layer of which is fastened to the bottom material by means of rubber solutions.
36		*Special textile fabrics for the use of textile branches*
	Ex 59.08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials (excluding insulation tape and tape for other purposes, treated with adhesives, of a width not exceeding 5 cm, insulation sleeving, tape for technical purposes or for shoe making industry, fabric weighing more than 300 g/m² for the industrial manufacture of machinery belts or belting or of machinery gaskets or joints, and tarpaulin fabric), the following:
	006	Coated with preparation of cellulose derivatives.
	009	Other, not containing natural silk or man-made fibres falling within heading No. 51.01.
37		*Special textile fabrics, for other purposes.*
	Ex 59.08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of the artificial plastic materials (excluding insulation tape and tape for other purposes, treated with adhesives, of a width not exceeding 5 cm insulation sleeving, tape for technical purposes or for shoe making industry, and fabric weighing more than 300 g/m² for the industrial manufacture of machinery belts or belting or of machinery gaskets or joints), the following:
	005	Tarpaulin fabric.
	006	Coated with preparations of cellulose derivatives.
	009	Other, not containing natural silk or man-made fibres falling within heading No. 51.01.
	59.09.003/009	Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil (excluding insulation tape and tape for other purposes, treated with adhesives, of a width not exceeding 5 cm, insulating sleeving, and tape for technical purposes or for shoe making industry).
	59.15.191/199 991/999	Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials, not containing unhardened rubber or soft plastic materials.
50		*Outboard motors.*
	84.06.210	Outboard motors with internal combustion spark-ignition piston engine.
57		*Television and radio-broadcasting reception apparatus.*
	85.15.410/600	Radio-broadcasting reception apparatus; television reception apparatus: combined radio-broadcasting and television reception apparatus, also incorporating a record-player or tape-deck.
	Ex 955	Assembled parts for radiotelegraphic, radiotelephonic, radio-broadcasting or television reception apparatus, except antennae.
	995	Other assembled parts.
60		*Machine and appliances, not elsewhere specified or included.*
	84.01.100	Steam and other vapour generating boilers.
	84.06.101/109	Internal combustion spark-ignition piston engines, stationary
	291/809	Internal combustion piston engines, other than the following kinds of spark-ignition engines: stationary engines, aircraft engines and outboard motors.

(*Continued on next page*)

FINLAND, *continued*

Quota No.	Customs Tariff No.	Commodity
	84.07.100/300	Hydraulic engines and motors, including water wheels and water turbines; excluding parts.
	Ex 84.10.010/800	Pumps, including motor pumps and turbo pumps, for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds; excluding eletromechanical combinations weighing not more than 100 kg and parts.
	84.11.500	Fans, blowers and similar machines and appliances.
	84.12	Air conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air.
	85.01.193/199 493/499	Generators and motors, weighing not more than 1,500 kg.
	85.22	Transformers, weighing not more than 1,500 kg. (excluding transformers for telegraphy, telephony and radio, and similar transformers not exceeding 5 KVA, instrument transformers and welding transformers).
		Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter.
65		*Other vehicles.*
	87.13.100	Baby carriages (other than motorised or otherwise mechanically propelled) and parts thereof.
	87.14	Other vehicles (including trailers), not mechanically propelled, and parts thereof.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2305).

ITALY

Tariff changes

IN A PRESIDENTIAL DECREE dated December 16, 1966, the Italian Government have made certain changes in the customs duty applicable to third countries (non-EEC countries).

These are as follows:

Tariff Heading	Commodity	New rate of Duty
		% *ad val.*
12 07 A	Pyrethrum (flowers, leaves, stems, bark and roots)	3
B	Cinchona bark	Exempt
C	Liquorice roots:	
	In the natural state or ground	4
	Other	6
D	Bitter quassia (wood and bark)	2
E	Tonka beans	15
F	Calabar beans	Exempt
G	Cubeb pepper	Exempt
H	Coca leaves	Exempt
I J	Other wood, roots and bark; mosses, lichens and algae	Exempt
K	Other	3
28 15 B	Carbon disulphide	11·70
28 19 A	Zinc oxide	14
28 27	Lead oxide	16.20
28 35 A III a	Sodium sulphide	15
50 09 A I	Crepes unbleached	15.40
A II	Crepes, other	17
B	Pongee and other Far East fabrics of pure silk	16
C I, II	Other woven fabrics of silk	17
78 01 A II	Lead, waste and scrap of unwrought lead	27 lire per kg. net
B	Other lead waste and scrap	7% *ad val.*
78 02	Bars, rods, angles, etc., of lead	12
78 03	Plates, sheet and strip of lead	12
78 04 A II	Lead foil, other than backed	12
B	Lead powders and flakes	6.40
78 05 A	Lead tubes, pipes, hollow bars	13.80
B	Tube and pipe fittings of lead	14
79 01 A	Zinc, unwrought	20 lire per kg. net
B	Zinc waste and scrap	7.7% *ad val.*
85 04 C II c 1	Parts of electric accumulators, of other metals than lead	16.90
93 07 B II a 2 aa	Bullets and shot	19

Duty free and duty-reduced quotas

THE SAME Presidential Decree lays down the following import quotas for 1967 at a reduced rate, or free of duty:

Tariff Heading	Commodity	Quota in tons	Rate of Duty %	Validity of quota
Ex 01 02 A II a	Bulls, cows and heifers of Schwyz, Simmental and Fribourg breeds	3,000 head	2·40	December 31, 1967
Ex 03 01 B I b 1	Tunny, chilled or frozen intended for the canning industry	14,000	Free	December 31, 1967
03 02 A I b 2	Cod, including stockfish and baccala, dried, salted or in brine	34,000	Free	December 31, 1967
Ex 07 01 A I	Seed potatoes, Kennebec or Majestic	7,000	4%	December 31, 1967
08 01 A II	Dates, for manufacture of animal feed	10,000	4·80	December 31, 1967
Ex 12 03 A	Beet seed of certain varieties	800	6	October 31, 1967
28 28 H I	Vanadium pentoxide for use in manufacture of ferro-vanadium	100	2·5	June 30, 1967
47 01 A II	Mechanical and semi-chemical pulp, intended for use in manufacture of paper	200,000	Free	December 31, 1967
B I b 2	Chemical pulp, unbleached, obtained by sulphate or soda process for use in manufacture of paper	1 mill.	Free	December 31, 1967
B II a 2	Chemical pulp, unbleached obtained by the bisulphate process, for use in manufacture of cellulose wrapping	32,000	Free	December 31, 1967
B II b 2	Chemical pulp for use: (a) In manufacture of extenders for ureic or melaminic moulding powders	8,000	Free	December 31, 1967
	(b) For use in manufacture of carboxymethylcellulose	1,500	Free	December 31, 1967
73 02 E I a 1	Ferro-chrome containing not more than 0·1% of carbon	1,940	Free	December 31, 1967
78 01 A II	Refined lead, unalloyed, of a content of 99·5% intended for electro-technical and electro-chemical uses	12,800	1·32 accounting units per 100 kgs. (i.e. 1·32 $US)	March 31, 1967

Assimilation Levy on Starch and Biscuits

THE SAME Presidential Decree of December 16 sets out the rate of the Assimilation Levy on imports from third countries of dextrines and soluble or roasted starches made from potato flour, and of rusks and biscuits. The rates are in force until March 31, 1967.

Tariff Heading	Commodity	Rate of Levy Lire per 100 kgs.
Ex 35 05 A	Dextrines based on potato flour; soluble and roasted starches	2677
Ex 19 07	Toasted rusks, made from more than 100% soft wheat	657
Ex 19 08	Biscuits:	
	Unsweetened, made from more than 100% soft wheat	168
	Sweetened, where the amount of soft wheat used is:	
	Up to 70%	252
	From 70% up to 100%	524
	More than 100%	687

This levy, under EEC Regulation No. 160/66 of October 27, 1966, introduced a charge consisting of a fixed component (the former *ad valorem* Customs duty) and a variable component calculated with each quarter. The rates shown above are therefore inclusive of, and not additional to, the Customs duty.

A notice explaining the system of calculation appeared in the *Board of Trade Journal* of December 2, 1966, page 1406.

The Italian text of the Decree can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450).

Certificates of Origin

THE *Board of Trade Journal* of January 13, 1967, published on page 112 a notice concerning new Italian regulations for Certificates of Origin.

Further details are now available which clarify these regulations. Certificates of Origin are still required for: imports of fish products, coffee, goods normally shipped in bulk or in liquid or gaseous form (if the origin cannot be determined), goods shipped

from Hong Kong, Macao and Singapore, goods where special international agreements apply (e.g. wines, whisky) and any other goods where, after examination, the Italian customs are unable to ascertain the origin. Otherwise, goods may be imported without Certificates of Origin, provided the Italian customs are satisfied as to the origin: this would apply to such goods as liquids in bottles and tins, aerosols etc., bearing the name and address of the supplier.

In cases of doubt the Italian customs will release the goods on an undertaking by the importer to supply a Certificate of Origin as soon as possible.

No further details are available.

SWEDEN

Temporary exemption of certain products from import duty

THE Swedish Government has announced its intention to exempt from import duty during the period January 1, 1967, to June 30, 1968, the following items:

Customs Tariff No.	Description of goods
73.12.900	Hoop and strip, of iron or steel, hot-rolled or cold-rolled, of a thickness of less than 0.4 mm, clad with chromium.
73.13.950	Sheets and plates, of iron or steel, hot-rolled or cold-rolled, of a thickness of less than 0.4 mm, clad with chromium.
90.28.906	Electronic optical instruments for surface analysis of the distribution of chemical elements in metals, minerals etc. (micro-sounding instruments).

BELGO-LUXEMBOURG ECONOMIC UNION

A BELGIAN Ministerial Order of January 13, 1967 (*Moniteur Belge* No. 14, of January 21) contains additions (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty *DURING* 1967 up to an annual quota specified against each item when imported from *NON-EEC* countries.

Goods imported under a duty tariff quota may NOT be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The order came into force with retroactive effect from January 1, 1967.

ADDITIONS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to January 1, 1967)	NEW (From January 1, 1967)	OLD (Prior to January 1, 1967)	NEW (From January 1 1967)
Ex 03.01 B I c	Pilchards ('sardinops ocellata,') fresh, chilled, or frozen, destined for the preserves industry .	400*	300	4·5	6
78.01 A	Unwrought lead . .	6,000	3,000†	Free	Free
Ex 78.01 A	Unwrought lead, containing in weight at least 0·03% of silver and destined for refining ('work lead') . .	4,000	2,000†	Free	Free

* Quota for the period from February 14, 1966, to December 31, 1966, inclusive.
† Quota for the period from January 1, 1967, to June 30, 1967, inclusive.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of January 27, 1967, pages 224 and 225.

FRANCE

Duty quota for imports of certain rubber tyres for aircraft

THE French *Journal Officiel* of December 29 announced that the minimum tariff rate quota for the import of certain rubber tyres (Tariff No. 40-11C1) to be used for maintenance of types of DC8, DC9 and Boeing, has been fixed at 29,622F for the year 1967.

Requests for licences should be addressed to the *Direction generale des douanes et droits indirects, bureau du tarif, 93 rue de Rivoli, Paris.* These licences should be presented to Customs when a declaration of intended use is made.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

Liberalization of imports

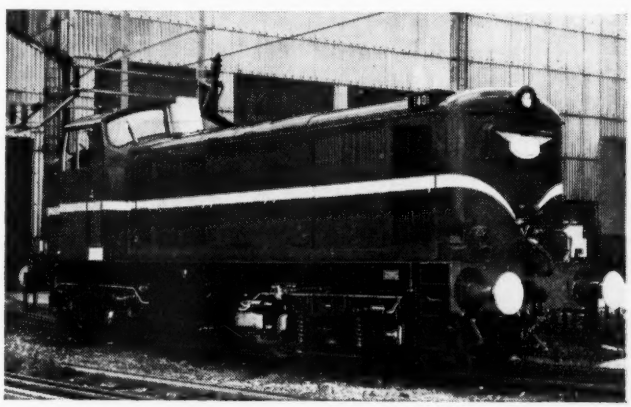
THE FRENCH *Journal Officiel* of December 29 published amendments to the list of goods subject to quantitative restriction in France imported from former OEEC countries, the United States and Canada (see *Board of Trade Journal* of May 6 and July 8, 1966).

The following tariff heading should now read:

85.15 Ex C (II) (a) Radiotelegraphic and radiotelephonic transmission and reception apparatus, radio-broadcasting and television transmission and receiving apparatus:
Transmitting and receiving apparatus:
Receiving apparatus combined or not with apparatus for recording or reproducing sound:
Radio-broadcasting:
Parts:
Other than cabinets and cases, assemblies constituting components forming a part of radio-electric apparatus:
Containing crystal diodes, triodes and other crystal valves including transistors, excluding assemblies equipped with dials or hooded.

The same *Journal Officiel* of December 29 announced that resin, including 'resinous pitch' (Tariff No. 38.08A) should continue to remain subject to quantitative restrictions when imported from the member countries of the former OEEC, the United States and Canada to December 31, 1967.

The full French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 4791/480).



The first of 10 1,350-*h.p. diesel-electric locomotives designed and built by the English Electric Company Limited for Portuguese Railways is seen on the* 5 *ft.* 6 *in. gauge test track outside the company's Newton-le-Willows works in Lancashire. Under a* £3,500,000 *contract, English Electric is supplying eight-cylinder diesel engines and other equipment for a further* 40 *locomotives to be constructed in Lisbon.*

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TURKEY

Global import quotas and liberalization lists

THE TURKISH EIGHTEENTH global quota list was published in last week's *Board of Trade Journal* (pages 228-238). The liberalization lists covering the first half of 1967 are published below. Against import licence applications importers are required to lodge the following cash guarantees which are based on percentages of the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 70 per cent for goods included in List I. (20 per cent only for miscellaneous chemical fertilizers classified under Tariff numbers 31.02, 31.03 and 31.04 and for composite fertilizers classified under Tariff number 31.05. 1 per cent only for breeding livestock).

(b) 100 per cent for goods included in List II. (125 per cent for miscellaneous parts and components of motor vehicles classified under Tariff number 87.06).

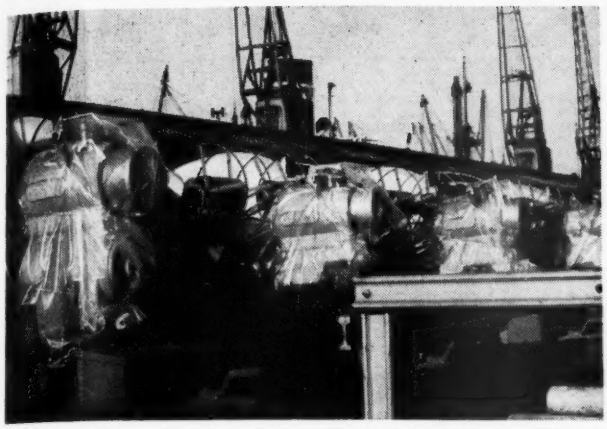
Imports for liberalized items contained in both lists must be made on a Letter of Credit payment basis. Import licences will be valid for six months.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Liberalization List.

List I.

Tariff Statis No.	Description	Remarks
01.01.21	Stud horses	Subject to permission of the Ministry of Agriculture.
22	Stud mares and colts	
23	Stud donkeys and foals	
01.02.22	Other bovines for breeding	
01.04.21	Sheep for breeding	
25	Goats for breeding	
01.05	Domestic fowl for breeding	
01.06.21	Other animals for breeding	
22		
04.05.20	Eggs for hatching	
01.06.10	Guinea pigs, rabbits, white mice	Subject to permission of the Ministry of Health.
05.04.20	Only dry calf bladders–for production of rennet	
05.14	Ambergris, castoreum, civet, and other.	
06.01	Flower bulbs and other	Subject to permission of the Ministry of Agriculture.
06.02	Other live plants and roots	
12.01.11	Peanut seeds	
40	Soya bean seeds	
60	Cotton seeds	
81	Sesame seeds	
85	Sunflower seeds	
89	Other seeds	
12.03.20	All kinds of flower seeds	
30	All kinds of tree seeds	
49	Other vegetable seeds	
59	Other seeds and fruit seeds	
12.03.10	Sugar beet seeds.	
12.06	Hops.	
12.07.90	Only other pharmacetical plants (excluding opium poppy heads, hellebore, sage and juniper seeds)	Subject to permission of the Ministry of Health.
13.02.29	Only balsams, gums and resins used in pharmacy	
13.03.40	Other vegetable saps and extracts (only for the pharmaceutical industry)	
15.04.10	Cod-liver oil and other fish oils used in medicine.	
15.07.38	Only chinese tallow, of unvolatile inedible vegetable oils for industrial use.	
15.07.39	Only aspidinol wax.	
15.08	Only additives used in lubricant blending (for petroleum companies)	Subject to permission of the Ministry of Power and Natural Resources.
15.10.20		
15.12.20		
15.11.10	Only nitration glycerol	Subject to permission of the Ministry of Industry.
15.16	Vegetable waxes.	
25.01.10	Only pure sodium chloride.	
25.04	Natural graphite.	
25.06	Quartz and quartzite.	
25.10	Natural calcium phosphates and others.	
25.26	Mica and mica waste.	
25.31	Felspar and fluorspar.	
25.32	Zirconium silicate and vermiculate.	
26.01.76	Only zirconium ore (for ceramics industries).	
27.07	Only oils and other products of high temperature distillation of coal tar (for agricultural pest control applications only).	Subject to permission of the Ministry of Agriculture.
27.10.10	Jet fuel, aviation gasoline and SBP	Subject to permission of the Ministry of Power and Natural Resources.
20		
27.10.33	Machine lubricants	AID (1)
27.09	Only crude petroleum	Subject to permission of the Petroleum Administration.
27.10.33	Only mineral oils used in the manufacture of agricultural pesticides	Subject to permission of the Ministry of Agriculture.
27.10.33	Only liquid paraffin.	
27.13	Paraffin wax, petroleum wax and other.	
28.02.10	Only sublimed sulphur (for exporters only, on the basis of requirement certificates issued by Exporters' Unions subject to approval by the Ministry of Commerce).	
28.03	Vegetable blacks, carbon black and other.	AID (2) (Subject to permission of the Ministry of Industry.
28.05	Alkaline metals and other (excluding mercury)	
28.06.10	Only hydrochloric acid, of codex purity, or purer.	
28.06.20	Chlorosulphonic or chlorosulphuric acid.	
28.08.20	Technical sulphuric acid	AID (2). Subject to permission of the Ministry of Industry.
28.10.10	Phosphorous pentoxide.	
20	Phosphoric acids.	
28.11.10	Arsenious acid (arsenic trioxide).	
20	Arsenic acid.	
30	Arsenic anhydrides.	
40	Other.	
28.12	Boric acids, boric oxides, (only those conforming with Turkish Codices).	
28.13.30	Other inorganic acids and other oxygeneous compounds of metalloids.	
28.14.10	Phosphorous compounds.	
50	Other.	
28.15.10	Phosphorous sulphide.	
30	Other.	
28.18	Strontium, barium, and magnesium oxides, hydroxides and peroxides.	
28.19.10	Zinc oxide	Subject to permission of the Ministry of Industry.
28.30	Chlorides and oxychlorides (excluding ammonium chloride).	
28.36	Sulphoxylates, hydrosulphides.	
28.39	Nitrites and nitrates (excluding technical ammonium sulphate).	
28.40	Phosphites, hypophosphites, phosphates	Subject to permission of the Ministry of Industry.
28.42.16	Potassium carbonate.	
28.43	Cyanides and complex cyanides.	
29.02.20	Trichloroethylene.	
31	Carbon tetrachloride.	
39	Other (excluding paradichlorobenzene).	
29.15.90	Only phthalic anhydride.	AID (2)
29.16	Alcohol acids and other	Subject to permission of the Ministry of Industry.
29.19	Phosphoric esters and other	AID (2)
29.22	Amine function compounds	AID (2)
29.25	Amide function compounds	AID (2)
29.26	Imide function or imine function compounds	AID (2)
29.31	Organo-sulphur compounds.	
29.33	Organo-mercury compounds.	
29.35	Heterocyclic compounds.	AID (2). Subject to permission of Ministry of Industry.
29.36	Sulphonamides	AID (2)
29.37	Lactones and lactams; sultones and sultams.	
29.38	Provitamins and vitamins	AID (2)
29.39	Hormones and hormone derivatives	Subject to permission of the Ministry of Health.
29.40.20	Other.	
29.41	Heterosides and other.	
29.42.10	Quinine and its salts (for Red Crescent Association).	
21	Cocaine, eucaine.	
99	Only codeine and ethylmorphine-hydrochlorate (for Soil Products Office).	
29.42.22	Alkaloids; salts, ethers and esters thereof and other derivatives	Subject to permission of the Ministry of Health.
34		
99		
29.43	Sugars, chemically pure (excluding sucrose)	
29.44	Antibiotics (AID) (2)	
29.45	Other organic compounds	
30.01	Dried organo-therapeutic glands and other organs and their extracts used for medical treatment	
30.02	Serums, microbial vaccines and others.	
30.03.21	Oral antidiabetics	
30.03.18	Insulins	
30.05.20	Dental cement and fillings.	
30	Other (excluding first aid kits, bags, sets).	
31.02	Miscellaneous chemical fertilizers	AID (2). (Subject to permission of the Ministry of Agriculture.
03		
04		
31.05	Composite fertilizers.	
31.02.80	Urea (containing less than 46% nitrogen).	
32.05.21	Anilins and alizarins.	AID (2). Subject to permission of the Ministry of Industry.
22	Synthetic organic dyes	
29	Other	
32.09.39	Only aluminium paste, bronze paste and bronze powder	AID (2)
32.10	Dyestuffs (for exporters only, on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
32.13.10	Printing inks.	
34.02	Only additives used in blending of machine lubricants (for petroleum companies only)	AID (2). Subject to permission of the Ministry of Power and Natural Resources.
34.02	Only benzalconium chloride USP	Subject to permission of the Ministry of Health.
35.02	Only cannalbine and ferrous and arsenious compounds of albumins.	
35.04	Peptones and other protein substances and their derivatives.	
37.01.10	X-ray films (for Red Crescent Association).	
37.02.10		
38.06	Lignosulphites	
38.09.10	Only creosote oil used in pharmacy	Subject to permission of the Ministry of Health.
20	Only wood tar used in pharmacy	
50	Only juniper tar used in pharmacy	



Part of the export order to Iran of 10 Suttonair tractors manufactured by R. Pratt Ltd., of Sutton, Surrey, following extensive export sales promotion. Pratt of Sutton expect overseas orders in 1967 to double their £50,000 worth of export orders last year.

Tariff Statis. No.	Description	Remarks
38.11	Only chlorazol (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
38.11	Only disinfectants, insecticides and similar preparations used in agriculture and stockbreeding	Subject to permission of the Ministry of Agriculture.
38.11	Only disinfectants, insecticides, pesticides, rodent killers and similar preparations used only for hygienic purposes (excluding preparations packaged in aerosol bombs in the country of origin)	Subject to permission of the Ministry of Health.
38.14	Only anti-knock preparations and other used in mineral oil blending (for petroleum companies only)	AID (2). Subject to permission of the Ministry of Power and Natural Resources.
38.16	Prepared culture media for cultivation of micro-organisms.	
38.17	Only charges and preparations for fire extinguishers.	
38.19	Only chemical (preparations containing 85% polyethylene glycol and 15% sodium benzoate; used for protection of baled cotton from deterioration and retention of moisture).	
38.19	Only preparations used for processing raisins (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
38.19	Only chemical preparations and products used as mortar for high alumina (over 70%) refractory bricks per heading nos. 69.02.10 and 40.90 and those for magnesite or chromomagnesite refractories.	
38.19.11	Only Eldon cards.	
12	Dry test serums.	
13	Liquid test serums and calcium monoxinate.	
14		
38.19.20	Only anti-freeze.	AID (1)
38.19.20	Only hydraulic fluid	AID (2)
38.19.20	Only additives used in machine oil blending (for petroleum companies)	AID (2). Subject to permission of the Ministry of Power and Natural Resources.
38.19.20	Only pure ichthyol, ammonium sulphoichthyolate, ammonium sulphobitumate	Subject to permission of the Ministry of Health.
38.19.20	Only seger cones.	
38.19.20	Only chemical preparations and products for petroleum production	AID (2). Subject to permission of the Ministry of Power and Natural Resources.
39.01	Only polycaprolactam	Subject to permission of the Ministry of Health.
39.01.10	Only silicon fluid SI and other silicons.	
39.02	Only polyvinyl prolydon	AID (2). Subject to permission of the Ministry of Health.
39.03	Only transparent cellulose foils and strips (for Monopoly cigarette factories).	
39.03.12	Only transparent cellulose paper (for exporters only, on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
39.03.60	Collodions (codex quality only).	
39.03.90	Only transparent cellulose paper (up to 50 gr/m² substance) (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
39.06	Only alginic acid, its salts and esters.	
39.06.11,12	Only heparin and dextran.	
21,29	Only heparinide.	

Tariff Statis No.	Description	Remarks
39.07.90	Only transparent cellulose bags (for exporters only on the basis of requirement certificates issued by Exporters' Unions, subject to permission of the Ministry of Commerce.	
40.01.10	Crepe sheets (excluding sole crepe)	Subject to permission of the Ministry of Industry.
40.01.20	Only RSS4 quality natural raw rubber, latex and super 1 X quality raw rubber	
40.01.20	Only RSS2 quality natural raw rubber (for automotive and truck tyre manufacturers and tyre recapping plants	AID (2). Subject to permission of the Ministry of Industry.
40.01.20	Only RSS1 and 3 quality natural raw rubber	AID (1). Subject to permission of the Ministry of Industry.
40.02	Synthetic rubber and factice derived from oils	AID (1). Subject to permission of the Ministry of Industry.
40.13.20	Only diving suits.	
61.01.29		
41.01.12	Fresh bovine cattle raw hides (15 kg. and over)	AID (1)
16	Dried bovine cattle raw hides (9 kg. and over)	
32	Fresh water buffalo and buffalo calf hides (15 kg. and over)	
36	Dried water buffalo and buffalo calf hides (9 kg. and over)	
47.01.70	Cellulose	Subject to permission of the Ministry of Industry.
48.01.10	Filter paper	AID (2)
48.03.19	Parchment paper, paperboard and imitations thereof, (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
48.07	Only diphenyl papers, art papers, papers and paperboards impregnated, coated, surface-coloured, surface decorated or printed (excluding all sizes and colours of carbon paper, in rolls or in sheets (for exporters only on the basis of requirement certificates issued by the Exporters' Unions subject to permission of the Ministry of Commerce).	
51.01.10	Only synthetic yarns and strings for fishing nets (to meet the requirement of fishermen through the permission of the Ministry of Commerce).	
51.03.10		
51.04.10	Only cord fabrics used in the manufacture of automotive tyres and tubes	AID (2)
57.10.10	Jute fabric, coarse, for wrapping	Subject to permission of the Ministry of Commerce.
58.05.90	Only cotton band for packaging (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
59.04	Only synthetic yarns and strings for fishing nets (to meet the requirement of fishermen through the permission of the Ministry of Commerce).	
62.03.10	Jute bags	Subject to permission of the Ministry of Commerce.
65.06.10	Miners' helmets.	
69.02.10	Refractory bricks and tiles of more than 70% alumina content, magnesite and chromomagnesite refractories	Subject to permission of the Ministry of Industry.
40	Chromite	
90	Other (excluding refractory bricks of less than 50% alumina content	
69.03.11	Crucibles and retorts (including plugs and supports)	AID (2)
13		
14		
15		
19		
90		
73.12	Only strips of iron and steel, up to 25 mm. width (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce)	AID (2)
73.15	Alloy and high carbon steels (excluding those for automotive springs)	AID (2). Subject to permission of the Ministry of Industry.
73.40	Only acmonital alloy (for Ministry of Finance).	
76.04	Aluminium foils and strips	Subject to permission of the Ministry of Industry.
77.01.10	Unwrought magnesium.	
78.01.20	Only type metal.	
80.02	Solid tin bars, shapes and wires	AID (1)
80.03	Plates, sheets and strips of tin	AID (1)
80.04	Tin foils and strips, tin powder and flakes	AID (2)
83.07.10	Miners' safety lamps and accessories.	
84.15.30	Only refrigeration equipment; for refrigerator vans utilized in meat, fish, fresh fruit and produce transportation	Subject to permission of the Ministry of Industry.
84.19	Packing machines and other	AID (2). Subject to permission of the Ministry of Industry.
84.21.90	Only miscellaneous accessories and parts for fire extinguishing equipment (excluding body, tank and chassis)	AID (2)
84.36.20	Only sawgins, parts and components	Subject to permission of the Ministry of Agriculture.
84.38.90		
84.56.91	Parts and accessories for mineral and ore sorting, screening and washing machinery and equipment (excluding body, frame and tank)	AID (2)

(*Continued on next page*)

TURKEY, *continued*

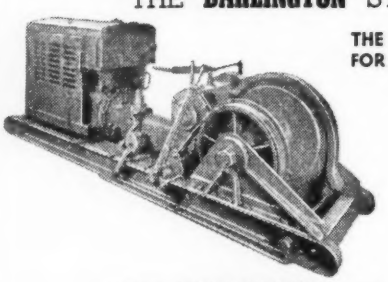
Tariff Statis No.	Description	Remarks
85.10.10	Miners' safety lamps and accessories.	
85.20	Only bulbs for miners' lamps . . .	Subject to permission of the Ministry of Power and Natural Resources.
90.01.10	Only ophthalmic lenses.	
90.02	Only objective and ocular lenses for microscopes.	
90.04	Only protective X-ray goggles.	
90.12	Optical microscopes and other.	
90.15	Precision balances (excluding centigram scales and weights).	
90.17	Medical surgical, dental and veterinary instruments and appliances . . .	AID (2) Subject to permission of the Ministry of Health.
90.18.10	Only Medical and surgical gas masks.	
90	Other.	
90.19	Orthopaedic appliances and other (excluding plastic false teeth).	
90.20	X-ray instruments, tubes, parts and components thereof.	
90.25	Instruments, apparatus, etc., for physical and chemical analyses	AID (2)
95.08	Only gelatine capsules of medicines.	
97.07.10	Fish hooks.	
97.07.90	Only standard complete great tunny angling sets; parts and accessories (to meet the requirement of fishermen through the permission of the Ministry of Commerce).	
Miscellaneous	Raw materials, auxiliary materials and boxing and crating materials for exporters of industrial products	Subject to permission of the Ministry of Commerce.

List II

Tariff Statis No.	Description	Remarks
05.02.10 } 20	Hogs' hair and other hair.	
12.01.30	Palm nuts.	
13.02.12	Shellac.	
13	Gum arabic.	
13.03.30	Agar-agar.	
14.01.20	Only raffia.	
14.02.10	Couch grass.	
14.03	Only tampico fibres.	

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

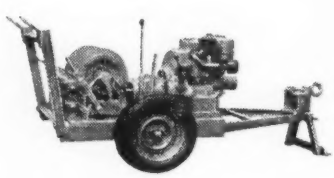
FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

Tariff Statis No.	Description	Remarks
15.10.30	Industrial fatty alcohols.	
15.14	Spermaceti.	
15.15.10	Special quality purified beeswax.	
21.06.11	Brewery yeast.	
19	Other (except bakers' yeast).	
25.12.20	Kieselguhr.	
90	Other.	
25.23.29	Other cements (excluding slag cement and other trace cements).	
25.28	Natural cryolite and natural chiolite.	
28.01.10	Fluorine.	
30	Bromine.	
41	Iodine.	
42	Resublimed iodine.	
28.04.20	Rare gases (inert gases).	
31	Phosphorus.	
39	Other metalloids.	
28.19.20	Zinc peroxide.	
28.20	Aluminium oxide, aluminium hydroxide, artificial corundum.	
28.21	Only chromic acid (chromium trioxide).	
28.24	Cobalt oxides and cobalt hydroxide.	
28.26	Tin oxides; stannous oxide and stannic oxide.	
28.28.10	Copper oxide.	
90	Other.	
28.29	Fluorides, fluorosilicates, fluoroborates and other fluorine salts (excluding fluorite).	
28.31.20	Only sodium chlorites.	
30	Potassium hypochlorite.	
40	Other.	
28.32	Chlorates and perchlorates.	
28.33	Bromides, oxybromides, bromates, perbromates, hypobromites.	
28.34	Iodides, oxyiodides, iodates and periodates.	
28.35.11	Antimony sulphide.	
12	Calcium sulphide.	
31	Potassium sulphide.	
33	Tin sulphide.	
42	Arsenic sulphide.	
49	Other.	
28.38.19	Other (excluding pure copper sulphate).	
21	Chromium sulphate.	
22	Only sodium sulphate (codex quality or purer).	
23	Sodium bisulphate.	
24	Sodium persulphate.	
25	Magnesium sulphate.	
26	Lead sulphate.	
28	Zinc sulphate.	
29	Other.	
30	Aluminium sulphate.	
41	Basic mercury sulphate.	
42	Mercuric sulphate.	
43	Potassium sulphate.	
44	Cadmium sulphate.	
49	Other.	
59	Other (excluding nickel sulphate).	
60	Potassium aluminium sulphate.	
71	Chrome alum.	
73	Ferric alum.	
79	Other.	
28.41	Arsenites, arsenates.	
28.42.11	Sodium bicarbonate	AID (2)
12	Sodium percarbonate	
15	Potassium bicarbonate	
19	Other	
21	Barium carbonate	
22	Precipitated magnesium carbonate . .	
23	Magnesium carbonate	
24	Manganese carbonate	
29	Other	
31	Copper, lithium and basic bismuth carbonate.	
39	Other	
41	Ammonium bicarbonate	
49	Other	
28.45	Silicates (excluding sodium silicate) (including sodium meta-silicate).	
28.46	Borates and perborates (excluding borax) .	AID (2)
28.47.10	Vanadates, ammonium molybdate.	
20	Barium aluminate, cobalt aluminate.	
41	Potassium permanganate.	
49	Other permanganates.	
28.48	Other salts and peroxysalts of inorganic acids.	
28.49.29	Argyrol and protargyrol (only codex quality).	
28.50	Radio-active chemical elements and radio-active isotopes; inorganic or organic compounds thereof.	
28.51	Chemical element isotopes and their organic or inorganic compounds, other than those per heading no. 28.50.	
28.52	Salts of thorium, uranium and rare earth metals, as well as other salts and organic or inorganic compounds thereof.	
28.54.10	Perhydrol	AID (2)
28.55	Phosphides.	
28.57	Hydrides, nitrides, silicides and borides.	
28.58.15	Amalgams of mercury chloramide and tin-copper.	
28.58.19	Other.	
29.01.10	Diphenyl, diphenylmethane.	
20	Terpenes.	
41	Styrene.	
49	Other.	
29.03	Sulphonated, nitrated or nitrosated derivatives of hydrocarbons (excluding alkylaryl sulphonate).	
29.04	Acyclic alcohols and their derivatives . .	Subject to permission of the Ministry of Health.
29.05	Cyclic alcohols and their derivatives.	
29.06	Phenols and phenol-alcohols.	
29.07	Derivatives of phenols and phenol-alcohols.	
29.08	Ether peroxides and other (excluding technical ethyl-ether).	

Tariff Statis No.	Description	Remarks
29.09	Epoxides and other.	
29.10	Acetals and other.	
29.11	Aldehydes and other.	
29.12	Derivatives of products within heading no. 29.11 (excluding chloral of non-codex quality).	
29.13	Ketones and other	AID (2)
29.14	Monoacids and other (excluding acetic acid and formic acid)	Subject to permission of the Ministry of Health.
29.15.11	Oxalic acid.	
19	Acyclic acids and other.	
30	Sodium salts.	
29.17	Sulphuric esters and other.	
29.18	Nitrous and nitric esters and other.	
29.20	Carbonic esters and other.	
29.21	Other esters of mineral acids.	
29.23	Single or complex oxygen-function amino-compounds	AID (2)
29.24	Quaternary ammonium salts and hydroxides.	
29.27	Nitrile-function compounds.	
29.28	Diazo-, azo- or azoxy-compounds	AID (2)
29.29	Organic derivatives of hydrazine or of hydroxylamine	AID (2)
29.30	Other nitrogen-function compounds.	
29.32	Organo-arsenic compounds.	
29.34	Other organo-inorganic compounds	AID (2)
32.04.10	Colouring matter or dyeing extracts of vegetable or animal origin.	
32.08	Prepared pigments, vitrifiable enamels used in the ceramic, enamel and glass industries.	
32.09	Only mattweiss or equivalent substances for the textile industry.	
32.09.39	Only stamping foils.	
33.06.29	Only haematite sticks.	
34.03	Lubricating preparations and other preparations.	
34.04	Artificial waxes.	
37.03.11 } 19	Only sensitized papers for office copiers (including diffusion transfer, colour transfer, thermographic, electrostatic and rapid stabilization process sensitized papers) (excluding diazo type and ferro-cyanide photosensitized paper).	
37.08	Only chemical products and preparations for use in photography (excluding sodium hyposulphite 'thiosulphite' acetic acid and preparations containing more than 10% acetic acid).	
38.01	Blocks and plates of artificial graphite for manufacturing carbon brushes and other parts to be used for electrical and electro-technical works.	
38.05	Tall oil.	
38.07.10	Pine oil.	
38.08.30	Other.	
38.13	Only liquid preparations and others for soldering and welding.	
38.15	Vulcanization accelerators	AID (2)
38.18	Composite solvents and thinners and similar products.	
38.19	Only dodecylbenzene and alkylbenzene mixtures.	
38.19.20	Only lead sulphate activated with oils.	
38.19.20 } 30	Only blocks and plates made of metallo-graphitic compositions or of artificial graphite powder mixed with artificial resins, to form up products for manufacturing carbon brushes and other parts to be used for electrical or electrotechnical works.	
40.06.29	Only synthetic and natural rubber base adhesives on paper	AID (2)
49.09.20	Only hoses of materials resistant to lubricants, petroleum hydrocarbons or pressure hydraulic system fluids (excluding water, radiator and vacuum cleaner hoses).	
40.10	Only V-belts.	
40.14.11	Washers.	
40.14.12	Gaskets.	
40.14.20	Only tyre mould pneumatic tubes for use in the manufacture or recapping of tyres	AID (2)
42.04	Articles of leather, artificial or composition leather used in technical applications (excluding transmission belts and machine oil seals).	
45.01	Natural unworked cork and cork waste.	
45.02	Natural cork.	
45.04.20	Only gaskets.	
48.07	Only paperboard plates for printing matrices.	
48.15.90	Only waxed paper, diphenyl paper, filter paper, cigarette tip paper in rolls and 7·5 to 12·5 cm. kraft paper tape rolls.	
48.21.10	Gaskets.	
22	Graph papers for recorder type medical and technical instruments.	
29	Only perforated paper or paperboard cards for jacquard and similar machines (perforated or rotary).	
49.01.21	School books (text-books) in foreign languages.	
29	Other books in foreign languages (only technical, scientific, literary, professional and art books).	
49.02.10	Fashion magazines.	
49.02.30	Other (only political or commercial dailies or periodicals, technical, scientific, literary, professional and art magazines).	
49.03.20	Books for children, in foreign languages, pictorial books and albums.	
49.04	Printed music.	
49.05	Maps of all kinds (excluding atlas globes of up to 31 cm. diameter and navigation maps for Black Sea).	
49.06	Engineering and architectural plans and other technical drawings.	
49.11	Only plans, charts, etc., for educational purposes.	
57.07.11 } 12	Coco fibre yarns.	
58.05	Only spindle tape and rotary loom belting for textile industry.	
59.04.21	Only jacquard cord.	
59.11.90 } 59.17.90	Only blankets for printing machines.	
59.16.12	Machine belts of wool and hair	AID (2). Subject to Ministry of Industry approval.
59.17.12	Only diaphragms.	
59.17.90	Only gaskets, washers, buffing wheels, sleeves and pads, diaphragms of pumps, engines, etc., safety belts, buffing discs.	
66.03.11	Only metal frames for umbrellas (excluding all umbrella handles with the exception of those for collapsible hand umbrellas, as well as stem parts of lawn parasols, etc.).	
68.04.20	Only abrasive bricks and razor whetstones.	
68.14	Only accessories for brakes, clutches and other frictioning parts based on asbestos, cellulose and other metallic substances (excluding yarns, packings, wicks, clutch and brake linings made of asbestos and the 'roll and meshed wire' type brake linings) (including meshed wire type clutch linings)	AID (2)
68.15	Worked mica and articles of mica	AID (2)
68.16	Articles of stone or similar mineral substances not listed elsewhere in the tariff	AID (2)
70.09	Only rear view mirrors for automotive vehicles.	
70.12	Inner vacuum glasses for vacuum flasks and other vacuum vessels	AID (1)
70.14.90	Only headlight and taillight (stoplight) lenses for motor vehicles	AID (2)
70.15.11 } 21	Pocket watch and wrist watch glass.	
70.15.19 } 29	Only lenses for oxy-acetylene or arc welding goggles and masks.	
70.06		
70.18	Optical glass and elements of optical glass, lenses for corrective spectacles	AID (2)
70.20	(a) Only glass wool (fibre glass). (b) Fibre glass felt.	
70.21.10	Safety glasses for boilers	AID (2)
20	Water level indicator glass for boilers	
90	Only glass rollers for leather dressing; machinery engine and automotive parts of glass	
71.02.10	Industrial diamonds	AID (2)
73.02	Ferro-alloys (excluding ferro-chrome)	AID (8)
73.04	Only iron or steel shot	AID (2)
73.05.10	Iron or steel powders.	
73.29.20 } 90	Only transmission and drive chains (sprocket chains), links, connectors, etc., for bicycles, motorcycles (excluding automotive snow chains and chains of 3-76 mm. round wire)	AID (2)
73.33	Hand sewing and other needles.	
73.35	Iron and steel springs (excluding leaf springs for motor vehicles and springs for rolling shutters).	
74.04.20	Only phosphor-bronze plates, sheets and strips	AID (1)
74.16	Copper springs.	
74.19.39	Only pneumatic tube valve caps and valve needles.	
75.01 } 02 } 03 } 04 } 05	Nickel and nickel products.	
75.06.29	Only nickel conductor wire.	
76.01.10	Unwrought aluminium	AID(2). Subject to permission of the Ministry of Industry.
76.05	Only aluminium powder, containing less than 2% of oil.	
76.06	Only aluminium tubes (of 15 mm. or smaller bores).	
76.16.51	Aluminium discs used in flexible tube manufacture	AID (1)
77.02	Magnesium bars, rods, angles, shapes and wires.	
80.01.10	Unwrought tin (only A, B, C, D or G quality)	AID (1)
80.01.10	Unwrought tin (only to be used for works related with foodstuffs) (excluding those containing more than 0·02% arsenic and more than 0·5% lead or those containing antimony and cadmium).	
81.01.40	Only tungsten wire (wolfram wire).	
81.02.40	Only molybdenum wire.	
81.03	Tantalum and articles of tantalum.	
81.04.30	Other base metals (excluding fluorite ore).	
81.04.30	Only fluorite ore	Subject to permission of the Ministry of Industry.
82.04.20	Only welding torches (excluding tanks).	
82.05	Only wire drawing mills.	
82.06	Knives, cutters and blades for machines or for mechanical appliances (excluding those for harvesters, graders, and bulldozers).	
82.07	Tool bits, plates, rods, and similar items.	
82.11.22	Only cutters for electric shavers.	
83.01	Only locking gas tank caps, door locks and locking door handles for automotive vehicles and the safety lock units for elevators, telphers and travelling cranes.	
83.07.29	Only parts for incandescent flame lamps (excluding container tank and parts for light-house lanterns).	
83.08	Flexible tubes of base metals.	

(Continued on next page)

TURKEY, *continued*

Tariff Statis. No.	Description	Remarks
84.02	Auxiliary plant for steam and vapour generating boilers, condensers, and miscellaneous parts and accessories therefor	AID (2)
84.03.20	Miscellaneous parts and accessories (excluding body and frame)	AID (2)
84.04.20	Miscellaneous parts and accessories (excluding body and frame)	AID (2)
84.05.20	Miscellaneous parts and accessories (excluding body and frame)	AID (2)
84.06.90	Only parts and accessories for airplane engines.	
84.06.90	Miscellaneous parts and accessories (excluding oil seals, steel shell copper alloy bearings, whether or not plated with any other sybstance, cylinder blocks, cylinder heads, oil pans, valve covers, flywheels and sheaves, and cylinder sleeves of up to 200 mm. diameter (including fin type air-cooled cylinder liners and pressed steel cylinder sleeves)	AID (2). Subject to permission of the Ministry of Industry.
84.07.90	Miscellaneous parts and accessories (excluding frame and body)	AID (2)
84.08.19	Jet engine and gas turbine parts for airplanes.	
84.08.80	Parts and accessories for other engines and motive power generating machines (excluding frame and body)	AID (2)
84.09.20	Miscellaneous parts and accessories (excluding bodies and frames)	AID (2)
84.10.23	Only fuel, oil and water pumps as components of gasoline and diesel engines	AID (2)
84.10.29	Miscellaneous parts and accessories (excluding body and frame)	AID (2)
84.11	Only vacuum and air pumps as components of the machinery falling under heading no. 84.23 as well as automotive equipment	AID (2)
84.11.90	Miscellaneous parts and accessories (excluding body and frame and the air tanks of compressors)	AID (2)
84.16.13 84.40.90	Only calender rollers for textile machines.	
84.16.20	Miscellaneous parts and accessories (excluding body and frame).	
84.17.13	Only parts and accessories (excluding bodies, frames and air tanks).	
29	Only parts and accessories (excluding body and tanks).	
84.18.30 59.17.90 48.21.29	Only filter elements (excluding air strainers).	
84.18.40	Only parts and accessories (excluding body, frame and the milk tank and cream balls for cream separators).	
84.21.90	Only such components and parts covered under respective catalogues of sand and shot blasting machines (excluding body and frame)	AID (2)
84.22.90	Only clutches and couplings, speed governors, bumpers, and shock absorbers for telphers and gantry bridges; only shock absorbers for elevators	AID (2)
84.23	Only parts and accessories (excluding bodies, frames and bulldozer and grader blades, track shoes, rippers, bucket teeth, track pins and bushings)	AID (2). Subject to permission of the Ministry of Public Works.
84.24.69	Other parts and accessories (excluding body, frame and wooden structure) (excluding ploughshares for manual ploughs, disc-harrow discs and plough discs)	AID (2)
84.25.91	Parts for harvesters, threshers and fodder presses (excluding cutter blades for harvesters)	AID (2)
84.25.95	Accessories for other machinery (excluding harvester blades)	AID (2)
84.26.10 20 60	Milking and dairy machines and equipment.	Subject to permission of the Ministry of Agriculture.
84.26.90	Parts and accessories (excluding body and frame).	
84.27.10 20	Fruit presses, crushers and strainers and the like (excluding grape presses)	Subject to permission of the Ministry of Agriculture.
84.28	Other agricultural and horticultural, poultry breeding, agricultural machinery and equipment (excluding incubators of less than 1,200 egg capacity)	AID (2). Subject to permission of the Ministry of Agriculture.
84.27.90	Parts and accessories (excluding body and frame).	
84.28.91	Parts for fodder crushers	AID (2)
84.28.95	Parts and accessories for other machinery (excluding body and frame)	AID (2)
84.29.20	Parts and accessories (excluding body and frame).	
84.30.20	Parts and accessories (excluding body and frame).	
84.31.20	Parts and accessories (excluding body and frame)	AID (2)
84.32.20	Parts and accessories (excluding body and frame)	AID (2)
84.33.20	Parts and accessories (excluding body and frame)	AID (2)
84.34.19	Parts and accessories (excluding body and frame)	AID (2)
84.34.25	Parts and accessories (excluding body and frame)	AID (2)
84.34.29	Only parts and accessories (excluding body, frame and printing types)	AID (2)
84.35.20	Parts and accessories (excluding body and frame)	AID (2)
84.38	Auxiliary machinery and equipment for machines under heading no. 84.37 and the parts and accessories for machinery under heading nos. 84.36 and 84.37, excluding bodies and frames.	AID (2). Subject to permission of the Ministry of Industry.
84.39.20	Parts and accessories (excluding body and frame)	AID (2)
84.41.30	Sewing machine needles.	
84.42.90	Parts and accessories (excluding body and frame)	AID (2)
84.43	Only parts and accessories and crucibles	AID (2)
84.44	Only rolling mill rolls and forms	AID (2). Subject to permission of the Ministry of Industry.
84.48	Parts and accessories for machinery under heading Nos. 84.45 through 84.47 (inclusive)(excluding body and frame).	AID (2). Subject to permission of the Ministry of Industry.
84.49	Only parts and accessories (excluding body and frame)	AID (2)
84.50	Only parts for gas-operated welding, brazing, cutting and surface tempering appliances (including blow pipes)	AID (2)
84.55	Parts and accessories form achinery under heading Nos. 84.51 through 85.54 (inclusive) (excluding frames, bodies and drawers)	AID (2)
84.56.95	Parts and accessories for other machinery (excluding body, frame, drum sections, balls and rods, crushing jaws).	AID (2)
84.57.90	Parts and accessories (excluding body and frame)	AID (2)
84.59.90	Only parts and accessories (excluding body, drum and frame)	AID (2)
84.60	Moulds and dies used in casting metals, metallic carbides, glass, metallic materials, rubber and plastic materials	AID (2)
84.61	Only carburetters for fuel oil burners, kerosene stoves, and similar equipment and appliances, parts for such carburetters, valves for pneumatic tyre tubes; valves for engines and compressors.	
84.62	All types of ball and roller bearings	AID (2). Subject to permission of the Ministry of Industry.
84.63	Transmission shafts, cranks, levers, bearing housings and other (including gear boxes for telphers, gantry bridges, and for deep-well pumps of larger than 15 h.p. rating) (excluding transmission shaft bearings, steel shell copper alloy bearings, oil seals, flywheels and gear boxes of elevators and washing machines)	AID (2). Subject to permission of the Ministry of Industry.
84.64	Metal sheeting combined with asbestos, felt and paperboard, or laminated metal, similar jointings and other.	
84.65	Parts and accessories not containing electrical connectors, insulators, coils, contacts or other electrical devices of machinery and mechanical apparatus (excluding body and frame).	
85.02	Only parts and accessories (excluding body and frame)	AID (2)
85.03.90	Only primary cells and parts therefor (excluding dry cells and parts).	
85.04.90	Only separators for lead plate batteries	AID (2). Subject to permission of the Ministry of Industry.
85.05	Only parts and accessories (excluding body, frame and windings).	
85.08	Electrical ignition and starting equipment for internal combustion engines	AID (2). Subject to permission of the Ministry of Industry.
85.11.90	Parts and accessories (excluding body and frame).	
85.12.35	Parts and accessories (excluding body, frame and electric iron parts) (including electric iron thermostats)	AID (2)
85.13.91 95	Parts and accessories – less wiring–(including crossbar selectors minus wiring) (excluding body, frame, relay frames, transformer, battery, rectifier, cables, conductors and coils)	AID (2)
85.14.11	Microphone diaphragm and receiver capsules for telephone sets.	
85.16	Only spare parts and accessories for signal and traffic control equipment for railways.	
85.19.10	Only overload, grounding, time delay and differential relays	AID (2)
85.19.20	Only non-heating type resistors and potentiometers (excluding sliding type resistors and rheostats).	
85.19.40	Only headlight dimmer switches, ignition switches	AID (2)
85.19.90	Only parts and accessories for automatic switches and for Star/Delta switches higher than 25 amps. and for relays (excluding all enclosures, housings and covers)	AID (2)
85.09 20	Only electric light bulbs for automotive lights and hand or pocket torches (including sealed-beam type head lights for transportation vehicles)	AID (2)
85.20.70	Only bulbs for projectors and endoscopic apparatus classified under respective catalogues.	
85.20.90	Parts and accessories	AID (2)
85.21	Thermionic valves and tubes	AID (2)
85.24	Parts and articles of agglomerated or heat bonded carbon, coal or graphite, for electrical or electro-technical applications (excluding carbon brushes and parts for electrical or electro-technical machines or parts of such carbon brushes)	AID (2)

Tariff Statis. No.	Description	Remarks
85.28	Electrical accessories and parts for machinery and equipment, not mentioned elsewhere in this heading	AID (2)
86.09	Parts and accessories for railway rolling stock (excluding axles, tow hooks, couplings and leaf springs).	
87.06	Spare parts and accessories for motor vehicles under heading nos. 87.01, 87.02 and 87.03 (catalogue listed parts and accessories providing that they are covered under Liberalization List and that they are for sole use on motor vehicles; and irrespective of the fact that they may intrinsically fall under other Tariff numbers in application; are inclusive) (excluding chassis, trunk, fenders, doors, safety belts, clutch facings and brake linings, oil seals steel shell copper alloy bearings – whether or not plated with any other substances – exhaust piping and mufflers, electro-pneumatic horns, fuel tanks, front wheel brake drums, springs, mounts, shackles, joint sockets, hand brake drums, curved and convex safety glasses, unbreakable plain or multiplex safety glass panes of all sizes and shapes, plastic headlight, signal light, tail-light and stop-light lenses, carbon brushes and semi-finished carbon blocks for same purpose, cylinder blocks, oil pan, valve cover, flywheels, motor sheaves, and air filters, cylinder liners of up to 200 mm. diameter; irrespective of the fact that they may be included in spare parts catalogues, and/or that they may in application, fall under other Tariff item numbers). (Fin type, pressed steel cylinder liners and miscellaneous chassis parts other than those enumerated in the foregoing are included)	AID (2). Subject to permission of the Ministry of Industry.
87.07.20	Parts and accessories (except those covered under heading no. 84.06.90)	AID (2)
87.11	Invalid carriages and chairs fitted with means of mechanical propulsion; other similar equipment.	
88.03	Parts and accessories for balloons, blimps (gliders), airships, airplanes and helicopters.	
90.07.15	Parts for photographic appliances (excluding bodies, boxes and frames).	
90.07.20	Other instruments and appliances.	
90.07.30	Parts and accessories for other instruments.	
90.08	Only parts and accessories (excluding body, box and frame).	
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this chapter, contact photo-copiers, reels for films, film spools and projection screens.	
90.14	Surveying and topography and land charting instruments, elevation reading instruments, photogrammetric, hydrologic and navigational (sea, river and air), meteorologic, hydrologic and geophysical instruments and apparatus; compasses and telemeters.	
90.16	Only planimeters, micrometers, focimeters and calibrated calipers.	
90.21	Instruments, apparatus and models designed solely for demonstration purposes, unusable otherwise (excluding atlas globes of up to 31 cm. diameter).	
90.22	Machines and appliances for mechanical testing of hardness, strength, compressibility, elasticity and similar properties of industrial materials	AID (2)
90.23	Densimeters, areometers, alcoholometers and the like (exluding plastic or wooden decorative and ornamental instruments or those which are combined with such).	
90.24	Only instruments and apparatus for measuring, controlling and regulating liquids and gases, or for automatic temperature control; temperature measuring instruments for central heating installations and the like.	
90.26.20	Liquid meters (excluding water bulk meters of 1 in. and less).	
90.26.30	Gas meters.	
90.27	Other meters and counters, speedometers, taximeters, stroboscopes.	
90.28	Electrical and electronic instruments and appliances used in measuring, testing, controlling, regulating and analysing applications (excluding line tester type screwdrivers)	AID (2). Subject to permission of the Ministry of Industry.
90.29	Only parts, accessories and ancillaries usable in one or several of the instruments and apparatus within heading nos. 90.23, 90.24, 90.27 or 90.28 (excluding graduated scales, coils and terminals and boxes, frames, covers for panel type instruments used for testing, checking, controlling, regulating or analysing works covered under heading no. 90.28).	
90.29	All parts and accessories for the manufacture of electric meters under heading no. 90.26 (excluding screws, nuts, springs, current and voltage coils, upper and lower covers, clamp covers, and complete clamps, numerators, magnetism adjuster, upper and lower bearings, complete rotor systems)	Subject to permission of the Ministry of Industry.
91.11	Other clock parts (excluding case, enclosure, frame and bezel).	
92.09	Strings for musical instruments.	
92.10	Parts and accessories for musical instruments, metronomes of all types, tuning forks, tuning whistles (excluding empty enclosures and other parts for musical boxes).	
92.10	Only mechanisms for music boxes . .	Subject to permission of the Ministry of Tourism and Information.
92.12.41	Only educational records	Subject to permission of the Ministry of National Education.
92.12.43	Only record dies.	
96.02.10	Brushes used as machine parts.	
98.04	Pen nibs and nib tips.	
98.10.20	Parts and accessories for lighters and other igniters (excluding fuel compartments and outer cases).	

Notes:

(1) If no statistical numbers are indicated against the Tariff headings included in these lists, all the statistical numbers indicated in the 'Customs Entry Tariff Schedules' for the said heading shall be deemed to be included in the said heading.

(2) Unless specifically annotated with restrictive provisions such as 'only' or 'excluding ; all commodity descriptions in these lists shall be inclusive of any and all articles enumerated under the respective item numbers in the 'Customs Entry Tariff Schedule'.

Remarks:

AID allocations:

AID (1) Wholly AID.

AID (2) Partly AID.

AID (8) Partly AID. Ferro-manganese (73.02.11) shall be paid for from Turkish free foreign currency resources.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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CEYLON

Extension of validity of actual user licences

THE BOARD OF TRADE have received a copy of Import Control Notice No. 37/66 issued by the Ceylon Controller of Imports and Exports on December 23, 1966.

The notice states that applications made by Actual User licencees for the extension of the validity of their licences, in the form prescribed below, will be granted for effecting shipment of goods until June 30, 1967.

FORM OF APPLICATION

1. Name of Licencee:
2. Licence Number:
3. Value of Licence:
4. The total value of shipments effected before December 31, 1966:
5. Balance value of shipments to be effected during 1967:
6. Extension applied for:

.....
Signature of Licencee

Date:

Requests for the extension of validity of these licences should be made in duplicate to the Officer-in-Charge of the appropriate Section of the Regulation Division of the Ministry of Industries and Fisheries. Applications should be accompanied by the relevant import licences.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642).

SINGAPORE

Customs tariff changes

THE Singapore *Government Gazette* dated January 17, 1967, announces the following changes in the Singapore Customs Tariff with effect from January 16, 1967:

		Old Tariff		New Tariff	
		Full M$	Preferential M$	Full M$	Preferential M$
061 101-1	Sugar, regardless of source of a polarization exceeding 99° . . . . . Ton	$224	$179·20	$224	$224
061 101-2	Exceeding 98° but not exceeding 99° . . . . . Ton	$201·60	$156·80	$201·60	$201·60
061 101-3	Exceeding 95° but not exceeding 98° . . . . . Ton	$156·80	$112	$156·80	$156·80
061 101-4	Not exceeding 95° . . . Ton	$145·60	$100·80	$145·60	$145·60
061 109	Sugars not elsewhere specified or included . . Ton	$145·60	$100·80	$145·60	$145·60

MALAYSIA

Budget 1967—Development tax, changes in customs duties, import surtax

IN HIS Budget speech on January 19 the Malaysian Finance Minister announced an estimated GNP for 1966 at M$9,305 million, an increase of 6.3 per cent over 1965. Exports increased by 2½ per cent and imports by 2 per cent. The balance of payments current account surplus was estimated at M$89 million (M$121 million in 1965) despite an increase of the deficit on invisibles mainly due to reduced expenditure by Commonwealth forces. Reserves at the end of November 1966 amounted to M$2,657 million.

In 1966 there was an overall deficit of M$571 million (M$519 million in 1965) despite an increase in ordinary revenue of M$148 million to a level of $1,460 million.

Ordinary expenditure in 1967 is estimated at M$1,829 million, an increase of 6.3 per cent.

Before changes in taxation ordinary revenue should amount to M$1,685 million, an increase of 5 per cent.

Proposals for additional taxation and duties, mainly minor ones, are spread over a wide field. The most important are:

(a) A new development tax levied at the rate of 5 per cent on income derived from any trade, business, profession or vocation.

and also rent from properties.

(b) An import surtax of 2 per cent has been substituted for turnover tax, which is abolished. Imports into Penang will be included in the surtax which will cover all goods except rice, salt, crude petroleum and certain items whose duty is bound by Australiasian trade agreements.

(c) An initial import duty of 5 per cent on completely built-up motor vehicles (passenger and commercial) imported into West Malaysia, and an increase to 20 per cent in the registration fee on motor cycles and scooters.

(d) Increased excise duty on beer and stout.

(e) Increase in business registration fees to M$25 for each year of operation.

(f) Other changes in import and excise duties, increases in stamp duty and airport taxes and an export duty on sawn logs.

Development expenditure in 1967 is estimated at M$650 million, compared with an actual figure of M$600 million in 1966. Internal loans for this purpose are expected to yield M$300 million, and M$150 million is hoped for from abroad, although only M$6 million came from abroad in 1966.

Inquiries about the import surtax and the changes in customs duties which, apart from motor vehicles, mainly affect cinematographic and photographic equipment, diesel oil, furniture, wood and articles of wood, may be made at the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 472 or 473).

UNITED STATES

Labelling of products composed of leather fibres

THE United States Federal Trade Commission was asked to give an advisory opinion on the use of the terms 'reconstituted leather' and 'man-made' leather to describe a material composed of 70 per cent leather fibre with bonding agents added backed by vinyl resembling leather.

In its opinion, the Commission advised that neither term could be considered a satisfactory description. For many years the word leather had been used to describe top grain leather and the terms 'reconstituted' and 'man-made' could give the impression that the material was leather which had been reprocessed in some way when in fact the material was synthetic, consisting of ground leather or leather fibres held together by bonding agents. The Commission further advised that such terms as 'shredded leather' or 'pulverized leather' together with a disclosure of the vinyl backing should be used if the seller wished to show the leather fibre content of the material. Such terms as 'not leather', 'imitation leather' or 'simulated leather' would have to be used if the seller decided not to disclose the leather fibre composition of the material.

Inquiries regarding this notice should be addressed to the Board of Trade, Commercial Relations and Exports Division, (United States Section), 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Cotton typewriter ribbon cloth — tariff investigation

THE UNITED STATES Tariff Commission, upon a petition filed on behalf of the domestic industry concerned, has instituted an investigation in connection with the preparation of advice to the President as to the probable economic effect that an automatic termination of the increased rates of duty imposed in 1960 on cotton typewriter ribbon cloth would have in the industry in the United States. The increased rates of duty which followed an escape-clause investigation by the Tariff Commission will automatically terminate on October 11, 1967, unless extended by the President.

A public hearing, which has been requested by the petitioner in connection with this investigation, will be held on March 14, 1967, in the Tariff Commission Building, 8th and E Streets, NW, Washington, DC. Requests to appear must be filed in writing with the secretary of the Tariff Commission at least three days in advance of the hearing.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

UNITED STATES: *See also page* 307

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes.

Of a 'class or kind made in Canada':

The following industrial burners with rated capacities of one million BTU per hour and over,

1. Gas Burners
2. Combination Gas and Oil Burners
3. Oil Burners designed to burn oils heavier than Grade No. 3 fuel oil

Note: All oil burners designed to burn oil up to and including Grade No. 3 fuel oil have been ruled previously to be of a class or kind made in Canada.

(Ruling effective February 24, 1967).

The above ruling is contained in Canadian Department of National Revenue Memorandum D51-9-1 dated January 24, 1967.

Of a 'class or kind made in Canada':

Colour television cameras designed for transmission of colour motion pictures or colour slides.

(Ruling effective February 24, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum D51-24-1 dated January 24, 1967.

JAMAICA

Bill to Amend the Provisions of the Industrial Incentives Law, 1956

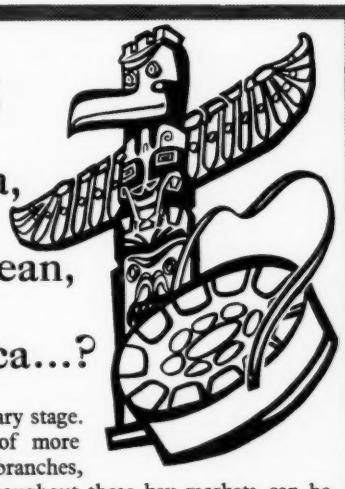
THE ABOVE Bill, which is designed to increase the incentives available under the present Industrial Incentives Law, has been tabled in the Jamaican House of Representatives.

The memorandum of the Bill reads as follows:

'An approved enterprise manufacturing a product which has been declared an approved product on or after May 28, 1963, will be

(*Continued on next page*)

considering



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JAMAICA, *continued*

entitled to relief from income tax for 10 years instead of the existing periods of seven or six years selected by the enterprise; and there will, during the period of relief, be no notional depreciation of assets.

In addition power is being given to the Minister to grant additional concessions for the purpose of ensuring that factories are located in areas in special need of development. Where a factory is located in any such area the period of relief can be extended up to a maximum of 15 years. Any order made by the Minister for this purpose will be subject to affirmative resolution of the House of Representatives.

The opportunity has also been taken to provide for the revocation of an order declaring a company to be an approved enterprise in cases where the company fails to commence the manufacture of an approved product within a reasonable time or obtained recognition as an approved enterprise on the strength of false or misleading representations'.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

Export Industries Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law.

Sterilized absorbent cotton and surgical and orthopedic bandages of cotton or other fabric.

Approved manufacturers of these products will enjoy income tax relief, duty free imports of building material, plant, machinery, raw materials etc. and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE List of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by:

(i) the deletion of item 841-01.05 (Socks of synthetic materials for men and boys) and
(ii) the substitution of the following:
841-01.05 All Stockings and Hose of Synthetic materials (Nylons, etc.) for men, women, boys and girls,
(iii) the addition of the following new item:
899-13.04 Twisted wire brushes.

The Trinidad and Tobago Ministry of Industry and Commerce has announced that, until further notice, no licences will be issued in respect of (iii) above.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

COSTA RICA

Exchange control

NOTICE of the new Costa Rican exchange control regulations was given in the *Board of Trade Journal* of January 20. The draft Bill, now before the National Assembly, to introduce the system of multiple exchange surcharges is expected to become law during February. Merchandise which is shipped after January 2, 1967, will be liable for payment of the appropriate exchange surcharge if discharged from Customs after the promulgation of this law. Exporters, especially those of non-essential items, are advised to confirm before shipment that customers are willing to pay any surcharge that may be levied.

BARBADOS

Import licensing arrangements

THE List of Exceptions to the Barbados Open General Licence has been further amended by the deletion of the following item:

'Lumber – all kinds.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

GUYANA

Customs tariff alterations

THE GUYANA BUDGET introduced on January 16, 1967, proposed certain changes in the Customs Tariff.

Import duties have been increased on a wide range of goods, including motor vehicles, alcoholic beverages, cigarettes and tobacco. Details of the changes may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Further details will be published in the *Board of Trade Journal*, as soon as possible.

MALAWI

Qualification for preferential rates of duty

THE CUSTOMS AND EXCISE (Specified Country Content and Process of Manufacture) (No. 2) Order, 1966, published as Malawi Government Notice No. 322 on December 31, 1966:

(a) Revokes the Customs and Excise (Specified Country Content and Process of Manufacture) Order, 1966, published in the *Board of Trade Journal* on September 23, 1966 (page 775).
(b) Lists (w.e.f. January 1, 1967) in the First Schedule, goods for which rebates of customs duties may be allowed in the case of manufactured goods of a specified country content, and where the last process of manufacture takes place in a specified country, and
(c) Sets out (w.e.f. January 1, 1967) in the Second Schedule the process of manufacture to which goods must be subjected in the specified country in which the last process of manufacture has been performed.

First Schedule

Section, Chapter or heading in Part III of the Customs Tariff	Goods	Specified country Content of not less than:
—	All goods not provided for hereunder	25%
Ex Section XI and Ex Section XII	Printed textile fabrics: excluding printed textile fabrics classified in headings 58.05, 58.06, 58.08, 60.06 and in Chapter 59, but including printed rectangular articles classified in subheadings 60.01.02 and 65.06.02	30%
	Note: For the purposes of this specification, "printed" in relation to fabrics means: (*a*) Fabric which has been subjected to any process of printing whereby there is printed on it a design or pattern covering the whole of the surface of the fabric or a substantial portion of it; or (*b*) Fabric which has been manufactured from yarns which have been subjected to any process of printing resulting in a fabric bearing a design or pattern over the whole of the surface or over a substantial portion of it: Provided that for the purpose of this Note the word "printed" excludes fabric printed on the reverse side only and fabric printed on either side or on both sides with only fugitive colours or dyes.	
Ex Section XI and Ex Section XII	Textile fabrics other than printed textile fabrics: excluding the goods of headings 58.05, 58.06, 58.08, and 60.06 and of Chapter 59, but including the rectangular articles other than printed rectangular articles, of subheadings 60.01.02 and 65.06.02	50%
Headings 74.02 to 74.07, 74.10,76.12 and 83.15	All goods in these headings	5%
Ex 76.02	Aluminium wire and bars	5%
Ex 85.23	Wire, cable, bars, strip and the like: in the length and not made up	5%

Second Schedule

Section, Chapter or heading in Part III of the Customs Tariff	Goods	Process of Manufacture
Ex Section XI and Ex Section XII	Textile fabrics not made up: excluding the goods of headings 58.05, 58.06, 58.08 and 60.06 and of Chapter 59, but including the rectangular articles of sub-headings 61.01.02 and 65.06.02.	All the processes of manufacture involved in the manufacture of the textile fabrics from natural or man-made fibres or filament, whether or not such fibres or filament had been grown, produced or manufactured in the specified country in which the last process of manufacture had been performed.

Note:

The effect of this notice is that goods subjected to the processes described or having the specified country content may be granted rebates of customs duties.

New customs tariff

MALAWI TARIFF (Brussels) Nomenclature No. 55.09.99 contained a printing error. This should now read as follows:

1 Brussels Tariff Nomenclature No.	2 Nomenclature	3	4	5	6
(55.09)	Other woven fabrics of cotton:				
55.09.99	Other	— per sq. yd.	35% or £0 1s. 1d.	35% or £0 1s. 1d.	20% or £0 0s. 9d

(Britain pays the Column 6 rate of duty.)

UGANDA

Import licensing regulations

STATUTORY INSTRUMENT No. 191 of 1966, published in the Uganda *Official Gazette* on December 16, announces the External Trade (Prohibition of the Importation of Goods) (Amendment) (No. 2) Order, 1966, which was effective from December 14, 1966. The First Schedule of the External Trade (Prohibition of the Importation of Goods) Order, 1966, which was published in the *Board of Trade Journal* on August 12, pages 443-444, and subsequently amended, is now further amended as follows:

First Schedule

(i) under the heading 'Textile Yarn, Fabrics, Made-up Articles and Related Products' by deleting the words 'but not including those made exclusively of wool' occurring in the last item thereof;

(ii) under the heading 'Iron and Steel', by deleting the following items:

'Iron sheet in coil, uncoated.
Iron sheet, other.
Tinned iron plates and sheets.
Galvanized corrugated iron of a thickness of .014 inches or less.
Galvanized corrugated iron of a thickness exceeding .014 inches,' and

by inserting immediately before the last item the following:
'Corrugated iron and steel sheets';

(iii) under the heading 'Manufactures of Metal, n.e.s.' by inserting immediately before the last item the following:
'Hoes (Jembes).'

Note:

Items in the First Schedule are prohibited from being imported without a specific import licence.

SUDAN

Sudanization of the import trade and of foreign banks

IN HIS budget speech on January 25, 1967, the Sudanese Minister of Finance and Economy announced the following steps for the Sudanization of the import trade and of foreign banks:

(a) Coffee, cigarettes, rice, footwear, medicines, flour and cloth are to be imported in future through Sudanese public companies.

(b) A public corporation is to be set up for the import of insecticides, fertilizers and jute.

(c) Foreign import firms are to prepare Sudanization plans for the approval of the Sudanese Government. Partial Sudanization is to be effected now, and complete Sudanization in no less than five years.

(d) Legislation is to be introduced to allow the grant of new trading licences to non-Sudanese only in exceptional circumstances.

(e) Other new legislation will provide for the award of new agencies to Sudanese, for the immediate Sudanization of agencies for consumer goods and for the progressive Sudanization of agencies for construction equipment.

(f) A committee is to be appointed immediately to implement the Government's decision to Sudanize foreign banks to a timed programme.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2358). Please quote reference 1577/5G.

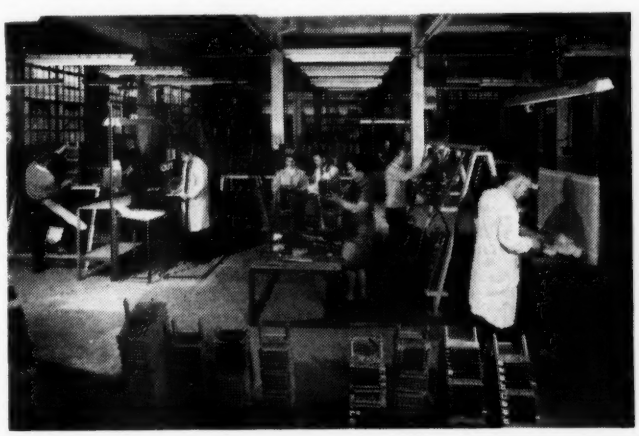
UNITED STATES

Import of aniseed oil, cassia oil and cinnamon oil from the UK

THE UNITED STATES Foreign Assets Control impose certain restrictions on imports for the purpose of preventing the sale to the United States, directly or indirectly, of products of the People's Republic of China, North Korea and North Vietnam. The import into the United States of a number of goods is prohibited unless they come from a country for which a specific exemption has been granted or are covered by a certificate of origin.

Agreement has now been reached on a procedure under which HM Customs and Excise may issue certificates of origin for aniseed, cassia and cinnamon oils. Exporters wishing to export such oils to the United States should apply to HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3, for information about the procedure necessary for certification. All other inquiries about the Foreign Assets Control Regulations should be addressed to Commercial Relations and Exports Department (USA), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2404).

UNITED STATES, *see also page* 305



Resistances under construction at the Chester works of Brookhirst Igranic (MI Group) are for South Africa where they will be installed in harbour cranes.

AUSTRALIA

Details of temporary duties

DETAILS ARE given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on January 16, 1967. Deletions from and additions to the CustomsTariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	After note 10 *to Chapter* 29 *insert the following notes:* 11. *The following goods are specified for the purpose of sub-item* 29.04.4, 29.08.3, 29.08.4, 29.08.5, 28.08.6 *or* 29.31.1, *that is the say, goods that:* (*a*) *were in transit to Australia on December* 7, 1966; *and* (*b*) *are entered for home consumption within* 21 *days after importation.* 12. *For the purposes of sub-items* 29.04.4, 29.08.3, 29.08.4, 29.08.5, 29.08.6 *and* 29.23.1, *the landed price of goods that have been imported into Australia is an amount, expressed in Australian currency, equal to the sum of:* (*a*) *the f.o.b. price as defined by the Customs Tariffs* 1966: (*b*) *the amounts paid or to be paid in respect of the transport and insurance of the goods after they have been exported to Australia; and* (*c*) *duties of Customs imposed by the Customs Tariffs* 1966, *as altered or proposed to be altered, but not including temporary duties.*				
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:				
29.04.400	[Ethanediol: 4-methylpentan-2-ol; monohydric primary alcohols containing not less than 6 carbon atoms]	25%	15%	25% and, except in respect of goods specified in note 11 to this Chapter, a temporary duty of 90% of SDV (Under new item 29.04.400)	15%
29.04.400	*Ethanediol* *Determined support price for calculation of SDV – $385 per ton.*	25% (Under former item 29.04.400)	15%	No change (Under new item 29.04.500)	
29.04.500	*4-Methylpentan-2-ol; monohydric primary alcohols containing not less than 6 carbon atoms*	No change (Under former item 29.04.400)		25% and, except in respect of goods specified in note 11 to this Chapter, a temporary duty of 90% of SDV	15%
29.08	Ethers, ether-alcohols, ether-phenols, ether-alcohol-phenols, alcohol peroxides and ether peroxides, and their halogenated, sulphonated, nitrated or nitrosated derivatives:				
29.08.200	[Diethyl ether; di-isopropyl ether; goods being ethylene oxide derivatives]	25%	15%	No change (Under new items 29.08.200; 700	
29.08.200	*Diethyl ether; di-isopropyl ether.*	No change (Under former item 29.08.200)		25% and, except in respect of goods specified in note 11 to this Chapter a temporary duty of 90% of SDV (Under new items 29.08.300; 400; 500; 600)	15%
29.08.300	*Diethylene glycol* *Determined support price for calculation of SDV– $435 per ton.*	25% (Under former item 29.08.200)	15%	25% and, except in respect of goods specified in note 11 to this Chapter, a temporary duty of 90% of SDV	15%
29.08.400	*Ethylene glycol monomethyl ether; ethylene glycol monoethyl ether.* *Determined support price for calculation of SDV – $530 per ton.*	25% (Under former item 29.08.200)	15%	25% and, except in respect of goods specified in note 11 to this Chapter, a temporary duty of 90% of SDV	15%
29.08.500	*Ethylene glycol monobutyl ether* *Determined support price for calculation of SDV – $560 per ton.*	25% (Under former item 29.08.200)	15%	25% and, except in respect of goods specified in note 11 to this Chapter, a temporary duty of 90% of SDV	15%
29.08.600	*Triethylene glycol* *Determined support price for calculation of SDV – $490 per ton.*	25% (Under former item 29.08.200)	15%	25% and, except in respect of goods specified in note 11 to this Chapter, a temporary duty of 90% of SDV	15%
29.08.700	*Goods being ethylene oxide derivatives, not being goods falling within a preceding sub-item in this item*	No change (Under former item 29.08.200)		25%	15%
29.23	Single or complex oxygen-function amino-compounds:				
29.23.100	[Ethanolamines	25%	15%	25% and, except in respect of goods specified in note 11 to this Chapter, a temporary duty of 90% of SDV (Under new item 29.23.100)	15%
23.23.200	Sodium hydrogen glutamate]	Free	Free	No change (Under new item 29.23.200)	
29.23.100	*Triethanolamine* *Determined support price for calculation of SDV – $525 per ton.*	25% (Under former item 29.23.100)	15%	No change (Under new item 29.23.300) 25% and, except in respect of goods specified in note 11 to this Chapter, a temporary duty of 90% of SDV	15%
29.23.200	*Ethanolamines not falling within sub-item* 29.23.1	No change (Under former item 29.23.100)		25%	15%
29.23.300	*Sodium hydrogen glutamate*	No change (Under former item 29.23.200)		Free	Free
	After note 5 *to Chapter* 34 *insert the following notes:* 6. *The following goods are specified for the purposes of sub-item* 34.02.1 *or paragraph* 34.04.11, *that is to say, goods that:* (*a*) *were in transit to Australia on December* 7, 1966; *and* (*b*) *are entered for home consumption within* 21 *days after importation.* 7. *For the purposes of sub-item* 34.02.1 *and paragraph* 34.04.11, *the landed price of goods that have been imported into Australia is an amount, expressed in Australian currency, equal to the sum of:* (*a*) *the f.o.b. price as defined by the Customs Tariffs* 1966; (*b*) *the amounts paid or to be paid in respect of the transport and insurance of the goods after they have been exported to Australia; and* (*c*) *duties of Customs imposed by the Customs Tariffs* 1966, *as altered or proposed to be altered, but not including temporary duties.*				
34.02.000	[Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap]	25%	15%	25% and, except in respect of goods specified in note 6 to this Chapter, a temporary duty of 90% of SDV (Under new item 34.02.100)	15%
34.02	*Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap:*			No change (Under new item 34.02.900)	

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
34.02.100	*Organic surface-active agents of alkyl phenol ethoxylates or of secondary alcohol ethoxylates* . . . . . *Determined support price for calculation of SDV – £550 per ton.*	25% (Under former item 34.02.000)	15%	25% and, except in respect of goods specified in note 6 to this Chapter, a temporary duty of 90% of SDV	15%
34.02.900	*Other*	No change (Under former item 34.02.000)		25%	15%
34.04	Artificial waxes (including water-soluble waxes); prepared waxes, not emulsified or containing solvents:				
34.04.1	Artificial waxes; prepared artificial waxes:				
34.04.110	[Based on or being ethylene oxide derivatives or glycerol esters]	25%	15%	25% and, except in respect of goods specified in note 6 to this Chapter, a temporary duty of 90% of SDV (Under new item 34.04.110)	15%
34.04.110	*Being or based on polyethylene glycols* . . . . . *Determined support price for calculation of SDV – £540 per ton.*	25% (Under former item 34.04.110)	15%	No change (Under new item 34.04.120) 25% and, except in respect of goods specified in note 6 to this Chapter, a temporary duty of 90% of SDV	15%
34.04.120	*Being or based on glycerol esters or ethylene oxide derivatives, not being goods falling within paragraph 34.04.11*	No change (Under former item 34.04.110)		25%	15%
	After note 3 to Chapter 38 insert the following notes: 4. *The following goods are specified for the purposes of paragraph 38.19.71, that is to say, goods that:* (a) *were in transit to Australia on December 7, 1966; and* (b) *are entered for home consumption within 21 days after importation.* 5. *The following goods are specified for the purposes of paragraph 38.19.72, that is to say, goods that:* (a) *were in transit to Australia on December 14, 1966; and* (b) *are entered for home consumption within 21 days after importation.* 6. *For the purposes of paragraphs 38.19.71 and 38.19.72, the landed price of goods that have been imported into Australia is an amount, expressed in Australian currency, equal to the sum of:* (a) *the f.o.b. price as defined by the Customs Tariffs 1966;* (b) *the amounts paid or to be paid in respect of the transport and insurance of the goods after they have been exported to Australia; and* (c) *duties of Customs imposed by the Customs Tariffs 1966, as altered or proposed to be altered, but not including temporary duties.*				
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:				
38.19.700	[Epoxidized aliphatic mono-acids, containing not less than 8 and not more than 22 carbon atoms and their esters; salts and esters of aliphatic mono-acids in which any aliphatic acid component contains not less than 8 and not more than 22 carbon atoms; salts of naphthenic acids; mixed glycerol esters; phenol mono-sulphonic acids; phenol disulphonic acids; mixed polyethylene glycols; mixed ethanolamines; condensates, being reaction products of: (a) butyraldehyde with mixed dimethylphenols; (b) 2-(methylcyclohexyl-4-methylphenol) with formaldehyde; (c) 4-methyl-6-t-butylphenol with formaldehyde; (d) diphenylamine with acetone; or (e) ethyl chloride with formaldehyde and ammonia]	25%	15%	25% and, except in respect of goods specified in notes 4 and 5 to this Chapter, a temporary duty of 90% of SDV (Under new items 38.19.710; 720) No change (Under new item 38.19.790)	15%
38.19.7	*Epoxidized aliphatic mono-acids containing not less than 8 and not more than 22 carbon atoms and their esters; salts and esters of aliphatic mono-acids in which any aliphatic acid component contains not less than 8 and not more than 22 carbon atoms; salts of naphthenic acids; mixed glycerol esters; phenol mono-sulphonic acids; phenol disulphonic acids; mixed polyethylene glycols; mixed ethanolamines; condensates, being reaction products of:* (a) *butyraldehyde with mixed dimethylphenols;* (b) *2-(methylcyclohexyl)-4-methylphenol with formaldehyde;* (c) *4-methyl-6-t-butylphenol with formaldehyde;* (d) *diphenylamine with acetone; or* (e) *ethyl chloride with formaldehyde and ammonia*				
38.19.710	*Polyethylene glycols* . . . . . *Determined support price for calculation of SDV – £540 per ton.*	25% (Under former item 38.19.700)	15%	25% and, except in respect of goods specified in note 4 to this Chapter, a temporary duty of 90% of SDV	15%
38.19.720	*Mixed ethanolamines* . . . . . *Determined support price for calculation of SDV – £525 per ton.*	25% (Under former item 38.19.700)	15%	25% and, except in respect of goods specified in note 5 to this Chapter, a temporary duty of 90% of SDV	15%
38.19.790	*Other*	No change (Under former item 38.19.700)		25%	15%
	After note 5 to Chapter 39 insert the following notes: 6. *The following goods are specified for the purposes of paragraph 39.01.16, that is to say, goods that:* (a) *were in transit to Australia on December 7, 1966; and* (b) *are entered for home consumption within 21 days after importation.* 7. *For the purposes of paragraph 39.01.16 the landed price of goods that have been imported into Australia is an amount expressed in Australian currency, equal to the sum of:* (a) *the f.o.b. price as defined by the Customs Tariffs 1966;* (b) *the amounts paid or to be paid in respect of the transport and insurance of the goods after they have been exported to Australia; and* (c) *duties of Customs imposed by the Customs Tariffs 1966, as altered or proposed to be altered, but not including temporary duties.*				
39.01	Condensation polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (including phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):				
39.01.1	Liquid or pasty forms (including emulsions, solutions and dispersions), blocks, lumps, powders (including moulding powders), granules, flakes and similar bulk forms; waste and scrap:				
39.01.150	[Of the unsaturated polyester type, not being adhesives; of polyethylene glycols] .	25%	15%	25% and, except in respect of goods specified in note 6 to this Chapter, a temporary duty of 90% of SDV (Under new item 39.01.160)	15%
39.01.150	*Of the unsaturated polyester type, not being adhesives*	No change (Under former item 39.01.150)		No change (Under new item 39.01.150) 25%	15%
39.01.160	*Of polyethylene glycols* . . . . . *Determined support price for calculation of SDV – £540 per ton.*	25%	15%	25% and, except in respect of goods specified in note 6 to this Chapter, a temporary duty of 90% of SDV	15%

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AUSTRALIA, *continued*

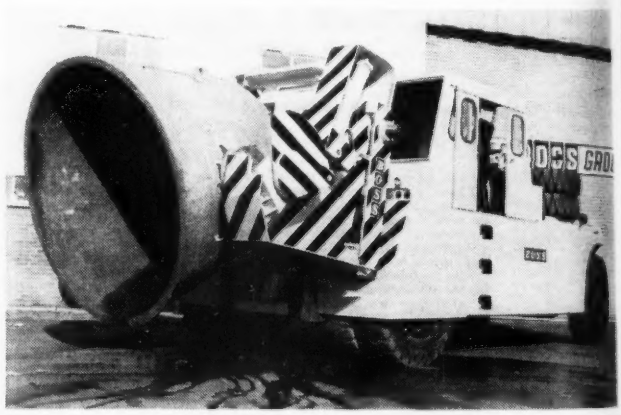
Tariff Board inquiry

THE Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **pneumatic tyre valves and parts (Tariff items 40.14.2, 40.14.99, 42.04.2, 59.17.991, 59.17.999, 73.32.999, 73.35.99, 74.15.999 and 84.61.4.**

This reference is of Departmental origin.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
40.14	Other goods made of unhardened vulcanized rubber:		
40.14.200	Gaskets and similar joints	52½% Primage 10%	27½% Primage 5%
40.14.9	Other:		
*40.14.910	Parts for milking machines falling within item 84.26	40%	12½%
40.14.990	Other	40% Primage 5%	12½%
42.04	Goods made of leather or of composition leather of a kind used in machinery or mechanical appliances or for industrial purposes:		
42.04.200	Gaskets and similar joints	52½% Primage 10%	27½% Primage 5%
59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant:		
59.17.9	Other:		
59.17.99	Other:		
59.17.991	Of felt	52½% Primage 10%	27½% Primage 5%
59.17.999	Of other materials	42½% Primage 10%	20% Primage 5%
73.32	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel:		
73.32.9	Other:		
73.32.99	Other:		
73.32.991	Screws of a kind not suitable for use with nuts	40%% Primage 5%	17½%
73.32.999	Other.	40% less $0·003 per lb.	30% less $0·003 per lb.
73.35	Springs and leaves for springs, of iron or steel:		
73.35.9	Other:		
*73.35.910	For vehicles	37½%	27½%
73.35.990	Other	55% Primage 5%	27½%
74.15	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers, of copper:		
74.15.9	Other:		
74.15.99	Other:		



One of three Boss D50 slag ladle trucks built for a Czechoslovakian steelworks at Ostrawa by the Lancer Boss Group at Leighton Buzzard, Bedfordshire. The ladle has a gross capacity of 4.2 cubic metres (approximately 150 c. ft.) and a total weight of 18 tons including slag. The trucks are equipped with a refrigeration plant for the drivers' comfort and heat protection for the wheels as the slag temperatures range up to 1,500° centigrade. They are believed to be the largest lift trucks ever built in Europe. Because of the trucks ability to go underneath the open hearth furnaces the disposal of the hot slag will be both faster and more efficient than with the previous system which relied on seven locomotives and 160 ladle-carrying bogie wagons.

Tariff Item	Goods	Rates of Duty	
		General	Preferential
74.15.991	Screws of a kind not suitable for use with nuts	40% Primage 5%	17½%
74.15.999	Other	40% less $0·003 per lb.	30% less $0·003 per lb.
84.61	Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves:		
86.61.4	Valves of a kind commonly used with pneumatic tyres and tubes:		
84.61.410	Of the rubber sleeve type	7½%	Free
84.61.490	Other	10%	Free

* Shown for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than February 22.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 337/67.

N. Zealand-Australia Free Trade Agreement

DETAILS were given in the *Board of Trade Journal* of January 13, 1967 (page 119) of the list of products which have been nominated by New Zealand and Australia for addition to Schedule A of the New Zealand-Australia Free Trade Agreement on January 1, 1968.

Details were also given of the procedure to be followed by any interested persons wishing to make representations to the New Zealand authorities on any product or products prior to their formal inclusion in Schedule A.

The Australian authorities have similarly invited any interested parties to put forward their views on any of the proposed additions to the Schedule and these should be submitted to the Department of Trade and Industry in Canberra by February 28, 1967.

Since the Australian Customs Tariff is already in terms of the Brussels Nomenclature, the relevant Australian tariff headings for the individual products are as given in the first column of the list published in the *Board of Trade Journal* on January 13. The full tariff item numbers can be obtained on application to the extension quoted below.

Any British trade association or firm proposing to submit views to the Australian Department of Trade and Industry is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318) of their intention.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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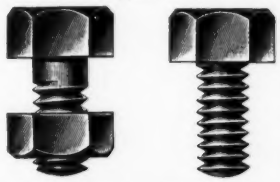

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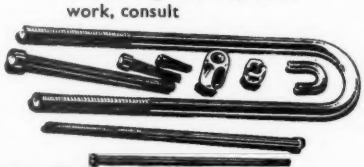

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